

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, NOVEMBER 8, 1934

1—FINANCIAL STRENGTH

The **COMMERCIAL UNION GROUP** constitutes one of the largest and strongest insurance organizations in the world; its operations extend to every phase of human activity. Through co-ordination, stability and efficiency each individual company stands high as a bulwark of safety.

Agents and Brokers, to-day as never before, demand financial strength to give enduring worth to their insurance service.

One of the **5** Reasons
WHY THESE
COMPANIES

This is the first of a series of five advertisements showing the facilities of this Group

COMMERCIAL UNION ASSURANCE COMPANY, LIMITED

THE OCEAN ACCIDENT AND GUARANTEE CORPORATION, LIMITED

AMERICAN CENTRAL INSURANCE COMPANY

COLUMBIA CASUALTY COMPANY

THE CALIFORNIA INSURANCE COMPANY

THE PALATINE INSURANCE COMPANY, LIMITED

THE BRITISH GENERAL INSURANCE COMPANY, LIMITED

UNION ASSURANCE SOCIETY, LIMITED

THE COMMERCIAL UNION FIRE INSURANCE COMPANY

(Stock Companies)

Are preferred by Agents, Brokers and Policyholders

COMMERCIAL UNION GROUP

ONE PARK AVENUE, NEW YORK

CHICAGO

ATLANTA

SAN FRANCISCO

These Companies Write Practically All Classes of Insurance, Except Life

Agency minded cooperating companies.

Note the organization dates—three of these companies are *over a century old*.

Age and records of *past performances* appeal to the agent who is building for the future.

	Capital	Assets	Liabilities	Surplus to Policyholders (Market Quotations June 30, 1934)
*UNITED STATES FIRE INSURANCE CO. Organized 1824	\$2,000,000	\$24,889,089	\$11,394,172	\$13,494,917
*THE NORTH RIVER INSURANCE CO. Organized 1822	2,000,000	18,255,011	7,156,871	11,098,140
*WESTCHESTER FIRE INSURANCE CO. Organized 1837	1,000,000	16,127,109	8,240,571	7,886,539
THE ALLEMANNIA FIRE INS. CO. OF PITTSBURGH. . Organized 1868	1,200,000	4,732,519	1,797,819	2,925,700
*RICHMOND INSURANCE CO. Organized 1907	1,000,000	3,998,047	1,455,946	2,542,101
WESTERN ASSURANCE CO., U. S. BRANCH. Incorporated 1851	400,000**	3,887,556	1,740,765	2,146,791
BRITISH AMERICA ASSURANCE CO., U. S. BRANCH. Incorporated 1833	200,000**	2,291,003	995,358	1,295,645
SOUTHERN FIRE INSURANCE CO., DURHAM, N. C. . Incorporated 1923	200,000	1,261,437	380,646	880,791

*Company operates under Sections 130-1-2 of the New York Insurance Law.

**Statutory Deposit.—New York Insurance Law.

†Contingency Reserve represents difference between value carried in assets and actual December 31, 1933, market quotations on all bonds and stocks owned.

CRUM & FORSTER MANAGERS

110 WILLIAM ST.

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WESTERN DEPT.
FREEPORT, ILL.

PACIFIC DEPT.
SAN FRANCISCO

SOUTHERN DEPT.
ATLANTA

ALLEGHENY DEPT.
PITTSBURGH

CAROLINAS DEPT.
DURHAM, N. C.

The National Underwriter

Thirty-Eighth Year—No. 45

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, NOVEMBER 8, 1934

\$4.00 Per Year, 20 Cents a Copy

Breeden Is Joining the North America

Becomes the Joint Manager of the Pacific Coast Department of That Group

NATIONAL UNION'S CHANGE

Pittsburgh Company is Joining the Providence Washington and Boston in Colvin's Office

SAN FRANCISCO, Nov. 7.—John P. Breeden, manager of the Pacific department of the National Union and its running mate, the Birmingham of Pennsylvania, has resigned as of Dec. 1, to become joint manager of the Pacific department of the North America group. In his new capacity Mr. Breeden will be joint manager of the fire, marine and casualty departments, which are now operated under separate managers. Managers McClure Kelly of the fire department, H. J. McCauley of the marine department and R. W. Forsyth of the Indemnity of North America will continue in their present posts.

Colvin to Get National Union

Coincident with the transfer of Mr. Breeden over to the North America office the National Union and Birmingham office will be consolidated with that of the Providence Washington, Boston, Old Colony and Anchor, all under the management of C. A. Colvin, who has been coast manager of the latter companies for many years. Offices of these companies will be moved into the quarters now occupied by the National Union at 340 Pine street.

Phil Weinmann, assistant manager to Mr. Colvin, will continue in that capacity in the consolidated office and George Madding, who has been superintendent of agents for Mr. Breeden in the National Union, will remain in that capacity in charge of the San Francisco metropolitan district. There will be no immediate change in personnel of either office involved and field men have been advised to continue as heretofore.

Mr. Breeden, who steps into one of the important posts on the Pacific Coast, started his insurance career in New Orleans, the city of his birth, in 1894. After a short experience in the marine corps he again went into the local agency business in his native city in 1907. Later he went to Pittsburgh where he joined the National Union, serving as examiner and later as field man. He was finally sent out to Spokane for the company and in 1912 resigned to become special agent for the Northern Assurance. In 1915 he joined the Aetna Fire in the Pacific northwest and continued until he joined the army. In 1919 he became agency superintendent for the Continental in San Francisco. In 1920 he was advanced to assistant secretary of the Pacific department of that company and in 1922 he became secretary.

In 1925 he organized the Pacific Coast

Fred A. Hubbard Is Chosen New Globe & Rutgers Head

FORMER HANOVER EXECUTIVE

Will Assume Post About Nov. 15—Announces It Will Be Organization Company on Reentering Field

NEW YORK, Nov. 7.—Speculation as to who will be president of the Globe & Rutgers when that company actively reenters the fire insurance field, which has been a matter of great interest for some months, was set at rest by the official announcement yesterday that Fred A. Hubbard, formerly vice-president of the Hanover Fire, widely and most favorably known to the fire insurance men of the country, has been chosen for the office, which he will assume about Nov. 15. It is stated that "the company's campaign for its plan of rehabilitation is nearing successful completion, and its reentry into the field is expected momentarily."

New President's Statement

Mr. Hubbard said: "The policy of the new Globe & Rutgers will be conservative and forward-looking. A real opportunity exists when the Globe & Rutgers again takes its place in the insurance world. It has a history covering 34 years, during which time it ranged among the first three fire companies of the country. Its business activities were country-wide. It will be an organization company."

Continuing Mr. Hubbard said the directors of the Globe & Rutgers will shortly apply to the supreme court of New York for permission to declare the company's rehabilitation plan operative. "I am glad," he added, "to announce that the way now seems clear for our return to the insurance field. Response from the company's creditors has been almost unanimous and it is this action which will permit us to make effective the plan they have accepted."

Mr. Hubbard's Career

Mr. Hubbard started in the insurance business with his father, A. H. Hubbard, who was a local agent at Elgin, Ill., for 50 years. Fred Hubbard lived at Elgin, commuting to Chicago until he moved to New York. He left the local business and became associated with the western department of the Sun in Chicago. H. P. Gray established the western department of the Hanover and shortly thereafter, in 1894, Mr. Hubbard

(CONTINUED ON PAGE 25)

department for the National Liberty, remaining until 1931 when he was appointed manager for the National Union.

John M. Thomas, president of the National Union, W. R. Hedge, president of the Boston and F. B. Luce, vice-president of the Providence Washington, who have been in San Francisco in connection with the consolidation of the Pacific Coast departments of the companies, are enroute to their eastern headquarters. Mr. Hedge plans to visit the head offices of Cravens, Dargan & Co. in Houston, Tex., on the return trip and expects to be back in his home in Plymouth by Thanksgiving Day.

Market for Truck Cargo Cover Is More Restricted

MANY FEEL LINE HOPELESS

Recent Fire Losses in Addition to Theft Are Making Such Risks More Unacceptable

Marine underwriters are complaining these days particularly about the motor truck cargo losses. This is not a new complaint by any means, but it is being voiced by underwriters connected with some of the companies which have constituted an important market for this insurance. Just recently one of the large marine insurance companies which had been a factor in the truck cargo field hung up the distress signal and henceforth has decided to limit its acceptances to a very few accommodation lines.

An interesting observation is that recent losses have been due more to the primary hazards such as fire. In the past, much of the bad experience in this line was attributable to the theft losses.

Why Line Is Unprofitable

Some underwriters contend that the truck cargo line is unprofitable, fundamentally because the motor transportation business itself is a loser. It is a highly competitive business and the owners cut many corners in an attempt to make ends meet. Equipment is not kept modernized and in first-class repair. The degeneration of equipment seems to be responsible for the large number of fire losses that have occurred recently.

The truck driver, by and large, is not comparable, for instance, in training, caliber or experience to the street car motorman or locomotive engineer. Yet he is faced with even greater hazards and must continually exercise judgment.

Some of the companies at one time had the idea that much could be accomplished by education of the truck drivers. Therefore meetings were held and the better instincts of the drivers appealed to. Lectures were given and safety campaigns inaugurated with credits for good record, etc., but the results were, in most cases, disappointing.

Market to Be More Limited

It seems likely that the market for motor truck cargo insurance will become as restricted and unsatisfactory as the market for fire, collision, liability and other direct coverages on the truck itself. As a matter of fact, some observers contend that the same underwriting considerations apply to cargo as to fire and collision on the truck.

It is possible that greater state and federal regulation of trucking may in the long run result in an improvement to the industry, at the expense, perhaps, of many present operators, however. If the trucking business itself can be put on a paying basis under comfortable and proper operating conditions, it is likely that the insurance experience will improve and that the business can be underwritten more freely. That eventuality is uncertain, however, and the chances are that the market for cargo insurance will become more and more limited.

Armistice Struck As to Separation

Small Joint Committee Will Discuss the Subject Relating to Chicago

HOPE FOR AMICABLE PLAN

Agents Disclose Much Unnecessary Ill Will is Being Developed by the Movement

Following the conference between a committee from the Western Underwriters' Association and one of the Chicago local agents it was agreed to declare an armistice in the separation movement and allow a joint sub-committee from each group to explore the question further and see whether some plan can be worked out that will be agreeable to both sides. It is generally acknowledged that this is a question where give and take will have to rule. The committee representing the Western Underwriters' Association consisted of E. A. Henne, America Fore; A. F. Dugan, Hartford Fire; C. R. Tuttle, North America; W. D. Williams, Security of Connecticut; G. H. Bell, National of Hartford, C. R. Street, Great American; S. M. Buck, Fireman's Fund; M. H. Grannatt, Royal-L. & L. & G.; J. C. McKown, St. Paul F. & M.

Local Agents Committee

The local agents' committee consisted of O. E. Aleshire, chairman; E. C. Sweetland of George Herrmann & Co., John K. Walker, Moore, Case, Lyman & Hubbard; Allan I. Wolff of Klee, Rogers, Loeb & Wolff; L. E. Yager, J. I. Naghten and Hugo Dalmar. Mr. Dalmar was not in the conference. The agency committee represented 56 mixed agencies in the principal district of Chicago.

The following official statement was given out by Chairman Aleshire:

"There was a meeting last Thursday between a special committee representing the 56 mixed agencies in the principal district of Chicago, and a group of western managers. The question of separation and collateral matters were discussed freely and at length. The best of feeling prevailed. No definite action was taken. The whole question has been referred to a sub-committee from each group. It is believed this smaller group will be able to speak more freely and it is hoped that a conclusion may be reached which will be satisfactory to all interested parties. Companies and agents alike strongly feel that there must be mutual good-will if the best results are to be obtained. It is understood that in the meantime, while these discussions are in progress, there will be no further attempts at separation or any changes in agency representations in Chicago."

But few companies took official action as of Nov. 1 respecting mixed agencies and did not force the issue to a head. Some few companies notified their mixed agencies they would have to cease writ-

ing unless they resigned their non-affiliated companies.

It was brought out in the meeting that much ill will was being created by the separation action of the Western Underwriters' Association. The agency committee, however, desired to be conciliatory and insisted that the question could be settled through a gentleman's agreement. It was contended that many agency relationships in Chicago ran back for many years and the evolution of an agency was something that had to be considered. These relationships dating back many years, it was argued, should not be shattered at a single blow. It was felt that sound judgment and good sense should prevail and that no hasty and extreme action should be taken on either side.

Point Out Inconsistencies

It was pointed out to the company men that in some of the pools, organized companies were allowing non-affiliated companies to be members. They were together therefore in this relationship and it was contended that it was inconsistent to enforce separation in other directions. The agents charge that the companies were inconsistent in the position they had taken following the action of the Eastern Underwriters' Association in "freezing" all agencies of July 1, and further in being associated with non-affiliated companies in some of the syndicates.

After a friendly discussion it was patent that nothing could be accomplished in a large committee. Hence it was agreed to have a small joint sub-committee appointed. In the meantime, separation action is postponed and through conciliatory methods it is hoped to work out a plan that will be agreeable to both sides. In the meantime there will be no separating but the status quo will be maintained.

Position of Company Members

The company committee made it clear that it had no power to act. When action was taken at the semi-annual meeting at Manchester, Vt., the governing committee was given authority to set the time when a roll call would be made to ascertain whether members were in the clear so far as Chicago is concerned. The resolution demanded of companies that to maintain their membership they could only be represented in clear agencies in Chicago. While tentatively the date had been set for Nov. 1, no roll call has been made. While the joint sub-committee is discussing the question, the whole matter is held in abeyance. There will probably be prolonged conferences. The company men did not show any evidence of weakness, simply contending that they were willing to talk the matter over but they could not bind the organization to any change. In fact, most of them stated there had been no change in their attitude but they agreed that it was politic to discuss the matter further in view of the many personal angles and the feeling that had been engendered.

The local agents' sub-committee to meet with the managers' sub-committee consists of Mr. Yager, Mr. Naghten and Mr. Aleshire.

Three companies which had taken the bull by the horns prior to appointment of separation conference committees and had each suspended one of its mixed Chicago agencies, have now reinstated those offices, at least temporarily. They will take no further action at least until the deliberations of the sub-committee are completed. That eases the situation considerably and helps to preserve the status quo while the deliberations are in progress.

Ottawa Office Closed

OTTAWA, ONT., Nov. 7.—The Canadian Fire Underwriters Association has closed its Ottawa office, W. L. Elworthy, manager, being released. All investigations in the Ottawa district will in future be carried on either from Montreal or Toronto.

Three Generations of Insurance



These two policies issued by the Agricultural have an interesting history. One is dated Aug. 18, 1868, and was written by A. J. Malcolm, agent at Leyden, N. Y., on the farm of Christian Scheidtmantel, located at Byron's Corners, near Constableville, N. Y. This document was recently presented to the Agricultural's home office by E. P. Scheidtmantel of Rome, N. Y., on the anniversary of the renewal of an unbroken succession of policies. The most recent one was issued on Aug. 18, 1934 by H. A. Malcolm & Son of Boonville, N. Y., the third generation of the agency, to Herman Scheidtmantel, the third generation of the owning family.

The first connection of the Malcolm agency with the Agricultural was in 1856, more than three-quarters of a century ago. A. J. Malcolm became an agent for the Agricultural three years after the company was founded. He was then located at Talcottville, Lewis county, N. Y.

It was here that his son, Howard A., took an interest in the business, which is now one of the best-known local agencies in that section of the state. Still later, the office was moved to the larger town of Boonville where it functions today as H. A. Malcolm & Son. The present head of the agency is Donald H. Malcolm.

When the first policy was issued, it was written for \$1,300 for a premium of

\$9.30. Because of increases in hazards and the unfortunate experience in farm classes, the new policy written for \$2,350, requires a premium of \$50.15. At that time, information on the policy declared the assets of the Agricultural to be "over \$350,000." At the present time the Agricultural's assets are nearly \$12,000,000 with cash capital alone of \$3,000,000, or about nine times as much capital as the total assets were in 1868.

In all these years, there has been but one loss on this risk for a total of \$10. The cause was lightning.

Stewart Now Chief Underwriter

D. Murray Stewart, who has been Chicago manager for the Aero Insurance Underwriters, has now been transferred to the head office of his organization in New York, as chief underwriter. Mr. Stewart went to Chicago about three years ago to open a branch for his organization and was most successful in developing the field. He was entertained by a group of friends in Chicago Monday evening and left for New York Tuesday.

Among the most recent entries in the inter-chamber fire waste contest conducted by the National Fire Waste Council, under the auspices of the insurance department of the U. S. Chamber of Commerce are Winnetka, Ill.; Conneaut, O.; Hudson and New Rochelle, N. Y., and Bradford, Pa.

Van Schaick Asks Aid in Increasing Appropriation

NEEDS LARGER PERSONNEL

New York Superintendent in Plea to Brokers Organization to Sway Public Opinion

NEW YORK, Nov. 7.—Emphasizing the need of a larger staff if the New York department is to perform its functions as it should and enforce statutes that must be enforced, Superintendent Van Schaick, speaking at the ninth annual dinner of the General Brokers Association, urged members to sway public opinion through their clients in favor of a larger appropriation for the insurance department which would make possible more nearly adequate personnel. Legislators of both parties should be made aware of the importance of a larger budget for the department, the superintendent said.

Impressed by the strong chorus of praise and endorsement from the previous speakers, Mr. Van Schaick said he had not realized the occasion was going to take on so many of the aspects of a testimonial dinner. Referring to the hectic guaranteed mortgage situation which has plagued the department, he said the department needed no defense at his hands, that its course has been to go steadily forward rather than to throw up its hands in despair, despite the pot-shots of detractors.

Appreciation to Courts

He said that the courts have been most helpful in their open minded, liberal attitude when the department was blazing new legal trails, even though they were not always in complete agreement with the department.

William Schiff, president National Association of Insurance Brokers and toastmaster at the dinner, read a resolution passed by the national body endorsing Mr. Van Schaick for his conduct of the department.

Other speakers were Paul Simon, president of the General Brokers Association; Arthur Arnow, past president; S. R. Feller, first deputy insurance superintendent, and Nathan Greenbaum, chairman of the dinner committee.

New Manuals Put Out

NEW YORK, Nov. 7.—Within the past week the Recording & Statistical Corporation, official publisher of manuals for the National Automobile Underwriters Association, has put out new fire, theft and collision rate books for Missouri and Indiana. The new rates become operative in Missouri Nov. 5 and in Indiana Oct. 29. Within a short time a new manual will be issued for the Illinois counties of Cook, DuPage and Lake. In due course revised manuals will probably be put out for both Oklahoma and Kansas. Each of the mid-western states has its particular manual except the mountain field, where one manual serves.

Broker Can't Cancel Policy

BOSTON, Nov. 7.—A broker holding a fire policy of an assured has no right to surrender it for cancellation if the assured has not paid the premium, according to a ruling by T. H. O'Connell, Massachusetts deputy insurance commissioner. The New Jersey disclaimed liability for loss in fire of the American Mattress Company in Boston, because the broker, F. L. Chapman, had returned the policy for cancellation previous to the fire. The broker was not a party to the contract, according to Mr. O'Connell, and has no authority to cancel, alter or replace the policy on behalf of the assured unless specifically commissioned to do so.

Engineers of the National Board are making a survey of Milwaukee. The last one was in 1929.

THE WEEK IN INSURANCE

Armistice is declared between Western Underwriters Association companies and Chicago local agents in the separation movement. **Page 1**

John P. Breeden of San Francisco, manager of the Pacific Coast department of the National Union, becomes joint manager of the coast department of the North America. The National Union will go with the Charles A. Colvin office. **Page 1**

Fred A. Hubbard, former vice-president of Hanover Fire, announced as new president of Globe & Rutgers. **Page 1**

Royal-Liverpool fleet makes changes in Canadian management effective Dec. 31. **Page 3**

Superintendent Van Schaick of New York asks brokers organization there to influence public opinion for larger department appropriation. **Page 2**

New York department shows experience of fire companies in New York state for five years ending in 1933. **Page 9**

Pacific Board is taking up many important issues at its semi-annual meeting this week. **Page 3**

Connecticut Association of Insurance Agents is holding its annual meeting this week at Hartford. **Page 14**

Health and Accident Underwriters Conference executive committee selects Detroit as place for next annual meeting. **Page 23**

Compensation premiums show an increase of 11 percent in New York City for the first six months as compared with the corresponding period last year. **Page 25**

Movement to control occupational disease in industry started at New York conference. **Page 23**

William BroSmith, vice-president and general counsel of the Travelers, celebrates his 80th birthday anniversary this week. **Page 24**

Number of Big Questions Are Before Pacific Board

TO DISCUSS SEVERAL ISSUES

Semi-annual Meeting Will Be Held This Week—To Go Over Interest-ing Agenda

SAN FRANCISCO, Nov. 7.—In its semi-annual meeting this week the Pacific Board will consider a long agenda following routine reports, including approval or disapproval of new rules and rates for farm risks in California, separation, abolition of the special dwelling house policy, an amendment to the general rules on the relationship of the board to local agents associations, otherwise known as "local boards," special agreements with agents' local associations and similar propositions. The agents' association and board's farm committee are seeking to have the new farm risk plan approved.

Notable Speakers Secured for Detroit Agents' Meet

DETROIT, Nov. 7.—The Detroit Association of Insurance Agents is arranging for a large meeting and celebration Nov. 13. There will be a banquet at the Book Cadillac hotel. H. L. Newnan, vice-president of the Detroit Insurance Agency, is president of the organization and will be in charge. Some prominent company executives have already been scheduled to be present and speak, they including Fred W. Koeckert, manager Commercial Union; Fred C. White, vice-president Hartford Fire; Herman A. Behrens of Chicago, president Continental Casualty, and George H. Bell of Chicago, western manager National of Hartford.

O. F. Gant Is Dead

O. F. Gant, general agent of the southern department of the Norwich Union Fire, died at Martha's Vineyard, Mass., following a prolonged illness. He had been with the company almost 50 years, serving successively in the head office in New York, as special agent for New York state, assistant superintendent of agencies, general agent for the eastern and southern departments and more recently for the southern department solely.

E. U. A. Sends Balance Blanks

NEW YORK, Nov. 7.—In line with the recent decision of the Eastern Underwriters Association to follow systematically the matter of delinquent agency balances, blanks have been sent all member companies calling for a complete list of agencies that will be in arrears 150 days, on Dec. 1. Returns must be in by Nov. 20.

Mountain Field Club Meets

DENVER, Nov. 7.—At the Mountain Field Club's monthly meeting Henry Evans of the Cashman & Evans general agency spoke on the political situation. He said the only thing desired by insurance interests was election of open-minded public officials. Election will be held Jan. 7.

A. D. Kuhns Opens Office

A. D. Kuhns, formerly well known manager for the New Jersey Fidelity & Plate Glass in Chicago and head of A. D. Kuhns & Co., class 1 agency, who for a year has been a broker associated with R. A. Napier & Co., has terminated that connection and again is opening a class 1 agency. He has taken quarters in A-840 Insurance Exchange, his designating company being the London & Provincial. He is negotiating other fire and casualty connections. Mr. Kuhns has had 21 years insurance experience in Chicago.

Much Statistical Data Given in Mutual Companies Directory

The American Mutual Alliance of Chicago, the organization of mutual fire, casualty and automobile companies, has issued the 1934 edition of the "Directory of Mutual Insurance Companies in the United States." The first edition was issued last year. The directory lists 2,415 mutual fire companies, whose combined net premium income last year was \$126,066,331. This represents a decrease of \$4,014,924 or 3.1 percent from the total of \$130,081,255 in 1932 when there were 2,438 companies. Insurance in force of the mutual fire companies was \$34,604,437,797 as compared with \$37,131,812,385 in 1932. The American Mutual Alliance states that the decline is due not only to a decrease in property insured in this amount but also to the fact that a number of companies, following the statement blank used by the National Convention of Insurance Commissioners, no longer report insurance in force. The compilers of the directory estimate that a complete report of the mutual fire companies' insurance in force would show about \$36,500,000,000. The assets are \$265,392,405 and surplus of \$150,000,000.

Mutual Casualty Figures

There were 160 mutual casualty companies operating last year with a combined premium income of \$98,426,516. This was an increase of \$6,067,694 or 6.5 percent more than the total in 1932, which was \$92,358,822. The assets were \$163,606,130 and surplus of \$42,878,825.

Wisconsin leads as to number of mutual fire companies, having 252. Pennsylvania is a close second with 251. Illinois comes next with 245. Then there is quite a jump, Iowa having 184 with \$7,805,555 premiums. The leaders in mutual fire premiums are Massachusetts with 40 companies, \$19,128,868 in premiums; Rhode Island with 19, hav-

ing \$12,450,426, Ohio with 158, having \$11,532,943, Minnesota with 179, having \$10,912,546, Pennsylvania 251, having \$10,204,642.

As to mutual casualty companies, Illinois and New York are tied in number, there being 23 each. Illinois leads in premiums, however, with \$27,488,416. Massachusetts comes second in point of premiums with \$27,079,541 with 10 companies. Michigan has 12 companies with \$4,355,772 premiums. New York has \$15,337,305 premiums. Wisconsin has 13 companies with \$9,587,491 premiums.

Number of Companies Operating

The American Mutual Alliance finds that there are 564 active stock United States companies, there being 274 fire, 164 casualty, 126 health and accident. There are 2,601 mutuals, there being 2,415 fire, 160 casualty and 26 health and accident. There are 70 reciprocals and 11 Lloyds. This makes 3,249 total active U. S. insurance organizations. There are seven Canadian stock fire and casualty companies operating in the United States and 67 foreign stock fire and casualty operating in this country.

There are 31 mutual companies that have been in existence for over 100 years, the oldest being the Philadelphia Contributionship for the Insurance of Houses from Loss by Fire, started in 1752. Next comes the Mutual Assurance Company for Insuring Houses from Loss by Fire in Philadelphia, organized in 1784. There were two companies started in 1794, they being the Baltimore Equitable and the Mutual Assurance Society of Virginia located at Richmond. At the beginning of the 19th century, in 1800, the Providence Mutual Fire of Rhode Island was organized. The oldest company in the west is the Cincinnati Equitable, which started in 1826.

Henderson, Whitewater, Wis. Celebrates 40th Anniversary

John F. Henderson of Whitewater, Wis., celebrated the 40th anniversary of the establishment of his agency on the evening of Nov. 5 with a dinner. There were present a number of friends including the field men of his agency. In addition, W. K. Maxwell, assistant western manager of the Hanover Fire, Axel Nelson, chief examiner of the Hanover, and Fred D. Hess, assistant western manager of the American of Newark, were present as guests and spoke. Mr. Henderson is head of the Henderson Insurance Agency. He has three sons in the business, Roy N., Ralph and Neal. All are in the local agency field at Whitewater.

V. J. Murray, formerly with the Metropolitan Life, has joined the Sweeney-Fogarty Co. Agency, Des Moines, which will now be known as the Sweeney-Fogarty-Murray Co.

Yorkshire Fills Missouri and Illinois Field Posts

The Yorkshire has appointed R. T. Fielder state agent in Missouri and S. W. Ayers special agent for Illinois.

Mr. Fielder has been with the company since 1920, serving first in its brokerage department and later as an examiner. In addition to representing the Yorkshire group as Missouri state agent he will handle the Seaboard Fire & Marine for Kansas, traveling out of Kansas City. Mr. Ayers recently covered Illinois for the Sussex Fire, prior to which he was with the Sun and several other companies.

Burnham Rounds Out 35 Years

A. C. Burnham, agency superintendent of the Aetna Fire in charge of its southern department, completed 35 years of service with the company, Nov. 5. His associates tendered him a complimentary dinner in honor of the occasion.

Anniversary Year

NEW YORK, Nov. 7.—Four days hence the North British & Mercantile will have celebrated its 125th anniversary, the company having begun business in London, Nov. 11, 1809. In the century-and-a-quarter that has elapsed since that time the institution has pursued such a consistently sound underwriting and general managerial policy as has gained for it the confidence of agents and property-owners in all

parts of the world. It entered the United States in 1866 and is now represented in practically every state, as well as in the territories of Alaska and Hawaii. C. F. Shallcross has been manager in this country since 1919. November has been designated "Founders' Month" of the North British by its representatives everywhere, all of whom are proud of its age, strength and unblemished reputation.

Labelle and Laing Retire Soon; Glover Takes Places

BECOMES CANADIAN MANAGER

Royal-Liverpool Group Makes Change; May and Churchill-Smith Are Advanced

NEW YORK, Nov. 7.—J. H. Labelle and Lewis Laing, respectively Canadian managers of the Royal and of the Liverpool & London & Globe, will retire at the end of this year. A. F. Glover, assistant manager Royal, will become Canadian manager for both groups.

At the same time P. M. May, assistant casualty manager of the Royal-Liverpool group, and H. Churchill-Smith, assistant manager L. & L. & G. will become assistant managers for the associated companies. The same men will hold similar positions with the Central, Queen and Newark Fire, all of the Royal-Liverpool fleet.

Messrs. Glover, May and Churchill-Smith will be the chief officers in Canada for the Globe Indemnity, Hudson Bay and other affiliated companies.

Haid and Dumont Attending Pinehurst Meet of S. E. U. A.

NEW YORK, Nov. 7.—P. L. Haid, president Insurance Executives Association, and J. R. Dumont, manager Interstate Underwriters Board, among other Easterners are in Pinehurst, N. C., attending the semi-annual meeting of the Southeastern Underwriters Association.

Death of Marsdon Weston

DENVER, Nov. 7.—Marsdon E. Weston, 52, for the last seven years Denver correspondent for THE NATIONAL UNDERWRITER, died this week following an illness of several months. Born in Iowa Dec. 28, 1882, he spent his childhood in that state and was educated at the University of Iowa. He moved to Denver in 1906. Except for a period of about seven years, in which he lived in Montana, he had spent the rest of his life in and around Denver. He had been a reporter on the "Rocky Mountain News" in Denver and on the Bozeman "Chronicle," Bozeman, Mont. He was also in the banking business at Denver for some time.

In addition to his work for THE NATIONAL UNDERWRITER, he was associated with Cyrus K. Drew as associate editor of the "Western Underwriter" of San Francisco. He was one of the best known insurance reporters in the far west.

H. V. Thayer Found Dead

H. V. Thayer, for 33 years connected with the Boston Board as inspector and superintendent of the inspection department until his retirement in 1926, was found dead in his home in Boston. He was 68 years old. He was prominent in the organization of the New England Blue Goose, had been wielder of the goose quill for several years, and a regular delegate to the grand nest conventions.

Louisville Agency's 50th Year

LOUISVILLE, Nov. 7.—Samuel L. Avery & Co., Louisville agents, are celebrating the fiftieth anniversary of the establishment of the agency. It was formed in 1884. Samuel L. Avery came into the business in 1894, and remained with it until his death in 1907, at which A. G. Renau, Sr., became sole owner. Later W. Irwin Renau, his son, became a junior partner in the business.

R. M. Clark Back at Work

R. M. Clark, deputy superintendent of the New York department, is again at his office after a month's absence through illness.

NEWS OF FIELD MEN

Rearranges Nebraska Field

**North British & Mercantile Names Rich
State Agent—Day and McLaughlin
Supervise Parts**

Clifford Rich, newly appointed state agent of the North British & Mercantile group for sections of Nebraska, Iowa and South Dakota contiguous to Sioux City, will make headquarters in the office of State Agent J. R. McLaughlin at Omaha until Jan. 1, after which time he will travel out of Sioux City. Mr. Rich was in the territory for the Travelers Fire for several years, and is thoroughly familiar with the agents and general conditions there.

With a view to rendering still greater service to its local representatives throughout Nebraska, the North British & Mercantile has rearranged its field staff in the territory. Former Special Agent C. L. Day has been advanced to state agent, with headquarters at North Platte. State Agent C. C. Rich will supervise the northeastern section of the

state, as well as a portion of Iowa and South Dakota. These changes allow State Agent J. R. McLaughlin to devote his entire time to cultivating the southeastern part of Nebraska. He will continue headquarters in Omaha, where he has been located for a number of years.

Will Honor A. T. Lovett

The Albany, N. Y., Field Club will give a dinner Nov. 16 in honor of A. T. Lovett, well known as "Judge." He is retiring as special agent of the Fire Association after 49 years of service with that company. During the last 39 years he has been its field man in Pennsylvania and eastern New York.

Springfield F. & M. Change

The Springfield F. & M. is transferring T. J. Angell, formerly field man in western Massachusetts, to Pittsburgh, where he will have charge of western Pennsylvania. Louis K. Ives of Hartford, son of the late R. B. Ives, president of the Aetna Fire, will take charge of the Connecticut Valley, while Richard Veg-

ler will cover the Berkshire section in addition to New Hampshire and Vermont. His headquarters are in Manchester. Thus the western Massachusetts field as a separate entity is divided.

Brushingham With Atlas

John P. Brushingham, who formerly traveled in the Wisconsin field for the Travelers Fire, has joined the Atlas in that state where he will be associated with L. F. Schmidt. Mr. Brushingham had been connected with the Travelers since about 1926. Before that he traveled for the Continental in Wisconsin and Illinois.

Arson Work Discussed

Elmer Vrooman, representative of the National Board, spoke to Oklahoma City Blue Goose meeting on the activities of the National Board's arson squad.

Brownson Gets Entire State

Wallace G. Brownson of Detroit, state agent of the Rhode Island group in Michigan with headquarters in the Detroit Savings Bank building, takes supervision over the entire state, including Wayne, Oakland and Macomb counties. Heretofore the two counties have been in charge of J. C. Finnell. Mr. Finnell has resigned. Mr. Brownson,

until he went with the Rhode Island group, was Michigan state agent of the Fidelity & Guaranty Fire.

Gale Goes to Pearl

C. E. Gale has been appointed special agent in southern California for the Pearl Assurance, resigning a similar position which he has held for about a year with Corroon & Reynolds. He has been engaged in insurance work since 1922, when he entered the business in San Francisco, where he was with the underwriting department of a number of companies. In 1927 he was appointed special agent in southern California for Seeley & Co.

New Blue Goose Pond

The Alamo pond of the Blue Goose held its initial election and banquet at San Antonio, Tex. Officers elected were: H. M. Grant, most loyal gander; J. H. Calhoun, supervisor; Cutter Crow, guardian; T. G. Sellers, custodian; R. R. Deen, keeper; J. H. Lumpkin, welder. Russell McConnell, Dallas, deputy most loyal grand gander, presided and installed the officers.

J. B. Tetlow Up for Repairs

John B. Tetlow of Peoria, Ill., state agent of the American of Newark, has been confined to St. Francis hospital at Macomb, Ill., due to a severe attack of "flu." He is now able to be out.

Rockford Blue Goose Rally

The Blackhawk puddle of the Blue Goose at Rockford, Ill., will hold a dinner dance the evening of Nov. 17 at the Nelson hotel. L. J. Eppler of the America Fore is chairman.

Set Kentucky Annual Meeting

The Kentucky Fire Underwriters Association will hold its annual meeting in Louisville Nov. 27. A special meeting has been called for Nov. 12 to discuss past due balances.

Wilson Gets Cuyahoga County

Freeman Wilson, who has been with the Rhode Island group in Ohio for a number of years as special agent in northwest Ohio, has been appointed Cleveland and Cuyahoga county manager for the fleet. This will enable the Rhode Island companies to keep in closer touch with that important city and county. Mr. Wilson has had a wide experience in Ohio.

Smaidginnis to Indiana

E. V. Smaidginnis has been sent to Indiana from the home office of the Home of New York to succeed Don G. Kaga as special agent. Mr. Kaga has been appointed chief adjuster for the state, succeeding H. A. Payne, transferred to the home office.

Report Progress in Separation

INDIANAPOLIS, Nov. 7.—At the monthly meeting of the Indiana Fire Underwriters Association, President L. J. Fischer, Home of New York, reported that very satisfactory progress is being made in the reclassification of agencies in Indiana and that separation is proceeding satisfactorily in the state.

Iowa Blue Goose Meeting

At the Monday luncheon meeting of the Iowa Blue Goose in Des Moines Most Loyal Gander L. B. Newendorp announced several future speakers. R. E. Vernor, Western Actuarial Bureau, Chicago, will speak Dec. 3.

Fred Brake, president Iowa Fire Prevention Association, announced the inspection of Marshalltown Wednesday.

Contest Winner Heard

The Sunflower puddle of the Blue Goose at Wichita had as guest Gifford Booth, Jr., of Wichita University, winning speaker in the Fire Prevention Week speaking contest, who gave his

THE AD LIB. LINE

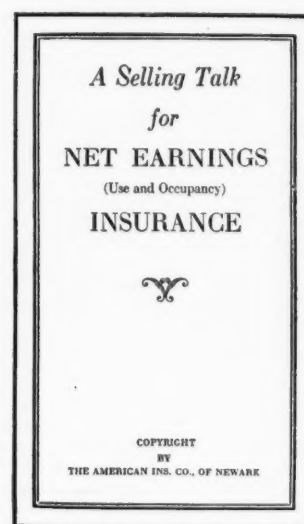
...that stopped the show

SOME time ago we perfected what we considered an effective U. & O. sales presentation, and decided to demonstrate its use at one of our Field Meetings. A local business man was induced to be "the goat" by convincing him it was only a playlet and not an actual solicitation: if the presentation answered all of his questions the "sale" was to be conceded.

The skit was put on, and, at its conclusion, the l.b.m., to our surprise, added the line "I'll take one of those policies." We applauded his ad libbing and congratulated him on the sincerity with which he had spoken it. "But I mean it," he returned, "I'm not acting now!"

And that is how we came to copyright what was said in that little sketch, and publish it in a small folder. Since then, its use has increased our U. & O. business as much as 26 percent. To our Agents, it is immediately available. To others—well—do such things appeal to you, too?

BY THE FIRE COMPANIES
OF THE AMERICAN GROUP



THE AMERICAN OF NEWARK
THE COLUMBIA FIRE OF DAYTON
DIXIE FIRE OF GREENSBORO

FASHION *into* PROFIT



FURS by GUNTHER

• We go fashion-wise in this advertisement only for the sake of reminding you of the great number and variety of prospects Fall offers for the sale of FURS INSURANCE.

THE ÆTNA FIRE GROUP · HARTFORD, CONN.

ÆTNA INSURANCE COMPANY - THE WORLD FIRE AND MARINE INSURANCE CO. - THE CENTURY INDEMNITY COMPANY - PIEDMONT FIRE INSURANCE COMPANY



**PROTECT
WHAT YOU
HAVE**

COPYRIGHT 1932 BY INS. CO. OF NORTH AMERICA

There is a very real foundation for the phrase "dependable protection" as applied to North America Policies. North America's Surplus to Policyholders, as of June 30, 1934, is over \$54,000,000.

See the North America full page advertisement in the Literary Digest, issue of November 3, and Time, issue of November 5.

Insurance Company of North America PHILADELPHIA

and its affiliated companies write practically every form of insurance, except life

Founded 1792
Capital \$12,000,000
Surplus to Policyholders over \$54,000,000



contest speech. Prize money is given by the Wichita field men, who inaugurated the contest five years ago.

Schroeder With the Equity

ST. LOUIS, MO., Nov. 7.—Homer Schroeder for about 12 years attached to the office organization of Lon W. Harlow & Co. and the National Surety has entered upon his new duties as special agent for the Equity Fire of Kansas City, Mo. He will have charge of the St. Louis metropolitan area, including St. Louis, St. Louis County and southern Illinois. With the Harlow agency he handled the fire department.

Poole Back to Headquarters

J. E. Poole, who has been assisting Col. Sam F. Woolard, Kansas state agent of the Commercial Union fleet at

Wichita, for the past year, has been transferred back to the western department office.

To Inspect Mount Vernon Nov. 21

The Illinois State Fire Prevention Association has arranged for an inspection of Mount Vernon, Nov. 21, with Harry K. Rogers as the noonday speaker.

At an inspection of East St. Louis, there were 268 risks inspected, 195 defective risks and 625 recommendations.

Field Notes

The Indiana Fire Prevention Association will inspect Franklin, Nov. 20.

The Kentucky Fire Prevention Association will inspect Princeton Nov. 22.

Richard Walker, special agent New York Underwriters, has moved his office from Houston, Tex., to 500 Maverick building, San Antonio.

AS SEEN FROM CHICAGO

CHICAGO-SEATTLE AIR LINE

The fastest air schedule between Chicago and Seattle was inaugurated Nov. 5 when multi-motored service was established by Northwest Airlines over the entire northern transcontinental route. This has been made possible by the recent delivery of additional twin engine Lockheed electra planes carrying ten passengers, two pilots, with a cruising speed of 197 miles per hour. These planes will provide the northern tier of states with service equal to that of any transcontinental airline in the country.

The new schedules are laid out for a total elapsed time between Chicago-Twin Cities and Seattle of 14¼ hours westbound and 15¼ hours eastbound, and are made possible by the use of modern high speed multi-motored aircraft over the shortest route between Chicago and Seattle.

Under the new schedules planes will leave Chicago 5 a. m. (C.S.T.), arriving Seattle 5:45 p. m. (P.S.T.). From Seattle planes leave at 5:30 a. m. arriving Chicago 10:45 p. m.

The Northern Transcontinental, which is the shortest route to Seattle, Alaska and the Orient will be the model airway of the United States upon completion of the present program of the Department of Commerce with beacon lights every 10 to 15 miles, intermediate airports every 50 miles and direction radio range beacons every 50 miles.

R. E. VERNOR VERY ACTIVE

R. E. Vernor, manager fire prevention department Western Actuarial Bureau, made 26 public addresses last month before service and luncheon clubs and other civic and business organizations, including several talks in connection with the observance of Fire Prevention Week by various communities throughout the central west.

Starting with an address before a regular meeting of the Kiwanis Club of La Grange, Ill., Nov. 1, he is already booked for a number of talks this month. He spoke at a special meeting of the Tennessee Fire Prevention Association Monday at Nashville, and on Friday will address a public forum meeting of the Oklahoma City Chamber of Commerce. He will be the principal speaker at a public meeting, at Middleton, O., Nov. 15, in connection with an inspection conducted by the Ohio Fire Prevention Association. Nov. 20 he will talk before the safety council at Stevens Point, Wis., and the following day will address the Wausau Safety Council. He is scheduled to speak before the Rotary Club of Findlay, O., Nov. 26.

NATIONAL FIRE'S CHANGE

The National Fire of Hartford, which has been represented in the Chicago agency of Moore, Case, Lyman & Hubbard for many years, has transferred to Marsh & McLennan. The latter agency has represented the Transcontinental, one of the National Fire fleet, since it was organized. Manager G. H. Bell, in

connection with the transfer, states that the issue of separation does not enter into the negotiation in any way. "The action is purely due to a business disagreement," he said. "This has been on the fire for some months and it happened to come to a head just when the separation question is a live one in Chicago. However, separation had nothing whatever to do with our action."

CELEBRATES 20TH ANNIVERSARY

E. J. Beezhold of Marsh & McLennan's brokerage department in Chicago recently celebrated his 20th anniversary with the agency.

MAXWELL'S SON A NOVELIST

Literary critics are bestowing much praise on the recently published novel, "Bright Center of Heaven," by William Maxwell, who is a son of W. K. Maxwell of Chicago, assistant general agent of the Hanover. This is a first novel by William Maxwell, who is 26 years of age, and the critics are placing it high among first novels. They say that the book reflects maturity and Mr. Maxwell displays an individual type of humor. The author attended the University of Illinois and received a master's degree at Harvard in 1931. Then he returned to Illinois to teach and last year he retired to a farm in Wisconsin to write the book. Harper & Bros. are the publishers.

EDITOR WEDDELL SERIOUSLY ILL

Thomas Rockefeller Weddell of Chicago, associate editor of the "Insurance Field," is seriously ill at his home, 134 North Lincoln street, Hinsdale, Ill., due to illness. He will not be at his office for several weeks. Mr. Weddell has a wide circle of friends who regret to know that he is in compulsory retirement. E. M. Ackerman of Louisville, associate editor, who was formerly a Chicagoan and secretary of the Illinois Insurance Federation, has been assigned to the Chicago office by his publication during Mr. Weddell's absence.

G. N. Gardner, vice-president Merchants Fire of Denver, was in Chicago this week following an agency trip through Kansas and Missouri and will visit Milwaukee and Minneapolis before returning home.

Editor Crawford Recovers

W. S. Crawford, insurance editor of the New York "Journal of Commerce," who has been at the Post Graduate hospital in his city for some weeks, was able to return to his home, 270 Riverside drive, last Saturday. Mr. Crawford underwent an operation for appendicitis and later on had an attack of pneumonia. At two or three times he was dangerously ill, but regained his equilibrium in magnificent shape. He will spend a couple of weeks at home recuperating and then go to Atlantic City for two or three weeks before getting back to work.

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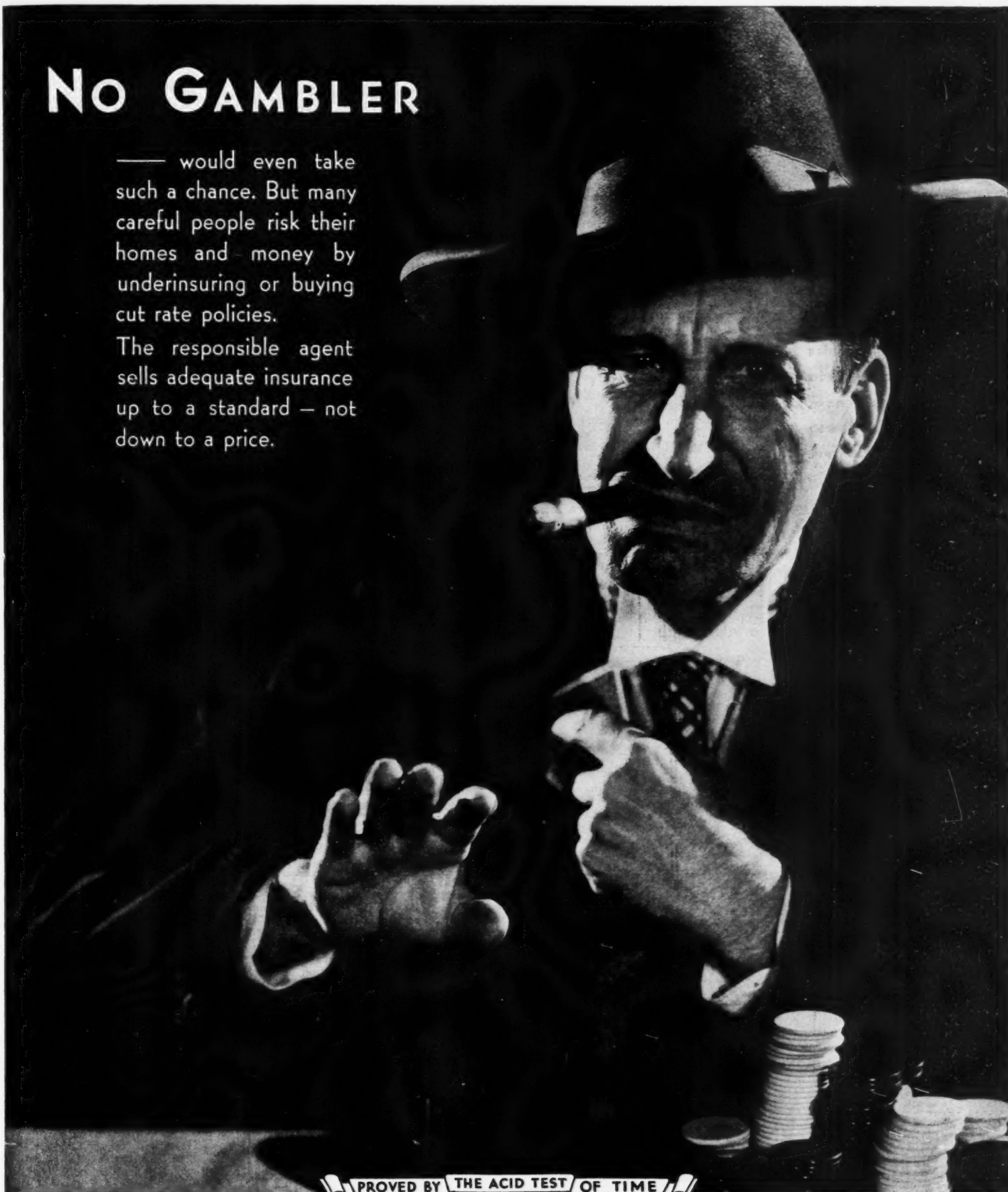
two or

work.

NO GAMBLER

— would even take such a chance. But many careful people risk their homes and money by underinsuring or buying cut rate policies.

The responsible agent sells adequate insurance up to a standard — not down to a price.



PROVED BY THE ACID TEST OF TIME

The AMERICA FORE GROUP

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



of Insurance Companies

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

ERNEST STURM, Chairman of the Board
BERNARD M. CULVER, President

New York, N.Y.

NEW YORK CHICAGO SAN FRANCISCO

ATLANTA DALLAS

MONTREAL



The Camden Fire is aggressive and alert because it is unfettered by any entangling alliances.

One of the Leading American Stock Companies—number 35 on the list in 1933—it is the only one of the Battalion of Leaders to remain Free of Groups and unencumbered with subsidiaries.

Its independence of action is not bound by any affiliation with a fleet. It owes allegiance to no holding company. It has no casualty annex.

The Camden Fire is a member of the National Board of Fire Underwriters and all accredited underwriting organizations. It is a staunch supporter of the American Agency System.

Its liberty and independence have endured for 93 years. It is, always has been and expects to remain FREE!



CAMDEN FIRE INSURANCE ASSOCIATION

OF CAMDEN, NEW JERSEY

1841—Marching Forward to
Our Hundredth Year—1934

NEWS OF THE COMPANIES

Indiana Lumbermen's Report

Home State Department Releases Its Findings of the Examination of the Company

The Indiana Lumbermen's Mutual examination report by the Indiana department as of Dec. 31 last has been released, showing assets \$2,286,226, premium reserve \$677,218, contingency reserve \$100,000, surplus \$1,401,057. The net premiums for the year were \$1,090,053, total income \$1,203,732, losses \$416,686, total disbursements \$1,145,340. Its dividends to policyholders amounted to \$370,615. Its premiums in 1932 were \$1,170,954 and in 1931, \$1,202,626. Of its assets 18.12 is real estate, 29.12 mortgages, 41.43 bonds. The underwriting expense ratio last year was 31.62. In 1932 it was 30.63 and in 1931, 25.37. The company is a member of the "Associated Lumber Mutuals," a group consisting of six companies. It is also affiliated with the "Improved Risk Mutuals," there being 18 companies in that group. It also is a part of the "National Mutual Underwriters" composed of four companies.

Extend Canadian Operations

The General Insurance of Seattle, the First National and the General Casualty, which have operated in western Canada for eight years from their Canadian headquarters in Vancouver, are now extending their branch service to Ontario and Quebec, opening offices at 34 Toronto street, Toronto, and 465 St. John street, Montreal.

New Ohio Company to Start

Incorporation of the Ohio Mutual Fire & Automobile with temporary headquarters at 60 Blymer Bldg., Cincinnati, has been completed. The new company proposes to write fire, windstorm, all automobile coverage except liability, auto personal effects, motor truck cargo, inland marine lines and farm property and unprotected. It will confine its activities to Ohio for the present. Officers are: J. C. Sharp, president; L. J. Sharp, vice-president; Edward Wrigley, secretary; Elmer Myers, treasurer. J. C. Sharp has been in the general agency

business in Cincinnati 22 years. He expects that the necessary formalities in organizing the company will be completed by Dec. 1 and it will be ready to begin business around Jan. 1. The company will issue non-assessable policies and plans to begin business with about \$500,000 in assets.

General's New Dividend Plan

SEATTLE, Nov. 7.—Dividends formerly paid to policyholders in cash will after Jan. 1 be credited on the renewal accounts of General of Seattle policyholders, President H. K. Dent has announced. The action of the General was prompted by the new competitive situation growing out of the Northwestern National rate case, President Dent said. The Northwestern National is now writing all classes at 20 percent below published rates. In many cases, President Dent said in announcing the change, agents have approached General policyholders with the argument that by using the 20 percent dividend and placing the renewal policy with the Northwestern National, only 60 percent of the premium would have to be paid in cash. While the General will pay the dividend in cash, if demanded, the company feels it is in a position to assist its agents in meeting the rate competition of the Northwestern National by withholding the dividend.

Purchases Monarch Shares

The Pearl Assurance has completed the purchase of 100,000 shares of capital stock of the Monarch Fire of Cleveland at \$7.50 a share. This is part of the issuance of 200,000 additional shares. The remainder is being offered to the public at \$7.50 a share.

License New Nebraska Mutual

The Home State Windstorm & Cyclone of Lincoln, Neb., operating on the assessment plan, has been licensed as a running mate of the Central States Hail, with J. F. Roche as president and J. H. Lilly secretary of both companies.

Miscellaneous Company Notes

The Switzerland General has been licensed in Ohio.
The Globe & Republic has been licensed in Nebraska.

Expects Agents' Suit to Be Filed in Missouri Soon

KANSAS CITY, MO., Nov. 7.—It is expected that a suit to establish a lien against the premiums impounded under the 16½ percent rate increase litigation will be filed soon by Charles M. Howell, Kansas City attorney, for Missouri agents. The agents feel that in collecting and impounding the premiums and, in some cases, advancing the money, they are serving the policyholders as well as the companies, and that compensation for their services should be recompensed by the court at this time. If the companies win, it is expected that the agents will receive a compensation for their services, the amount of which should be their regular commissions on the premiums impounded, they declare.

Many agents have an interest in the impounded premiums of the companies which have left the state and which are in the hands of receiverships. The agents wish these funds kept in Missouri. If the case is decided in favor of the state, many agents feel that the state should see that the agents are reimbursed for their trouble in collecting the additional premiums, and that a charge should be made against this fund for that purpose.

The efforts of this committee appointed by the Missouri Association of Insurance Agents will crystallize the

thoughts that have been expressed over a period of years by various agents throughout the state. Each agent will have an opportunity to join in this suit. In other words, the action of the committee takes the course of a referendum on this much discussed question among the agents.

R. F. C. Loans to Insurance

WASHINGTON, Nov. 7.—Four loans, aggregating \$370,000, were authorized to insurance companies by the Reconstruction Finance Corporation during September. None of the funds authorized had been disbursed up to the end of the month, it was reported. The largest loan authorized was \$185,000 to the George Washington Life of Charleston, W. Va. Other loans were \$100,000 to the Central States Life of St. Louis; \$50,000 to the American Union Life of St. Joseph, Mo., and \$35,000 to the American Savings Life of Kansas City, Mo. All of the loans were at 4 percent interest.

Fargo Agent Injured

C. H. Warner of Warner & Co., Fargo, N. D., is recuperating in his home following an automobile accident in which he suffered a fractured collarbone. His car went into the ditch when he struck a bad place in the road.



NATIONAL UNION FIRE INSURANCE COMPANY

Pittsburgh, Pa.

"Every man owes a part of his time and money to the development of the business or industry in which he is engaged."

—Theodore Roosevelt.

A
Good
Agency
Company

VIEWED FROM NEW YORK

By GEORGE A. WATSON

NORTH BRITISH OFFICIALS RETURN

Sir Arthur Worley, managing director, and H. S. Milligan, manager of the North British & Mercantile, who have been visiting the United States headquarters for two weeks, sailed from New York for Liverpool on the Majestic Nov. 2. Prior to going to New York the officials spent some time at the company's Canadian headquarters.

TRIBUTE TO VAN SCHAICK

Appreciating the unusual difficulties encountered by the New York department the past three years, and the ability displayed by Superintendent Van Schaick in their handling, the executive committee of the National Association of Insurance Brokers at its gathering in New York, adopted a resolution in his honor.

As chairman of the committee on professional standing of brokers, W. J. Mosenthal submitted an exhaustive report. He had contacted officials of numerous professional organizations learning the membership requirements and the codes of ethics. He feels that the aim desired by the association must be accomplished largely through an educational campaign, noting as an initial step the course of lectures to be conducted by the Insurance Society of New York.

The association will cooperate with agents and casualty company officials in a study of occupational diseases. L. A. Wallace is chairman of the association's committee upon the subject.

MAY CHANGE CLASSIFICATIONS

All former officers of the Eastern Tornado Insurance Association were re-elected at its annual meeting. The organization, which has jurisdiction over tornado business in the territory north of the Virginia line, is considering a change in certain risk classifications, and will likely agree on them in a short time.

RATE CUTS IN NEW YORK

The average fire insurance rate for New York City for \$100 of insurance has declined from 56 cents in 1929 to 41 cents in 1933, according to statistics released by Superintendent VanSchaick of New York. In New York State, outside of New York City, the average rate in 1929 was 72 cents, while in 1933 it was 63 cents.

This year several specific reductions have been made in New York City, including churches and chapels, 25 percent; educational and other institutions, 25 percent; theaters and moving picture houses, fire proof, 51 percent; theaters and motion picture houses, regular, 17 percent. Reductions on fire proof garages of 40 percent and on ordinary garages of 20 percent are pending.

In New York state outside of New York City the following reductions have been made: fire proof garages, 40 percent, ordinary garages, 30 percent. Several reductions are pending: hospitals, 50 percent, offices and mercantiles, 15 percent, hotels 30 percent, apartments 20 percent, theaters 35 percent, public buildings and schools 50 percent, Y. M. C. A.'s and city clubs 20 percent.

The department figures the amount saved by the cuts at \$924,950.

HUNT WITH TRAVELERS FIRE

G. A. Hunt has resigned as general agent in charge of the inland marine department of Corroon & Reynolds of New York City to go with the Travelers Fire to superintend its inland marine business for the entire country, with headquarters at the head office. Mr. Hunt has been assistant secretary of the Corroon & Reynolds companies. He was formerly with the North America, serving it for a number of years, handling inland marine.

At the same time announcement is

made that G. C. Lehmutz, assistant manager of the Pacific marine department, has been transferred from San Francisco to Los Angeles.

BROKER ENTITLED TO COMMISSION

The broker is entitled to full commission when the policy is canceled, even by the assured, the New York appellate division has just decided in a case brought by the Scottish Union and

Standard of New York against the brokerage firm of Geery, Guthrie & Co.

In November of last year in a case involving the Indemnity of North America, the appellate division held that the broker was entitled to his commission when the company canceled a policy. These two decisions are regarded as of much importance.

In the Scottish Union case, premiums amounting to several thousand dollars were paid by the assured to the brokers, who deducted their commissions and remitted the net to the company. After several months, the assured asked to have the policies canceled. Accordingly the companies sent their checks to the

brokers for the short rate return net premium. The brokers refused to remit the gross premium to the assured. Subsequently, the companies remitted the gross return premium directly to the assured and started suit against the brokers to recover the unearned commission.

The companies lost out in the municipal court, were upheld by the appellate term of the supreme court and now have lost out before the appellate division.

H. A. Leusch has retired from the Fleming-Leusch Insurance Agency Co., Cleveland. O. R. Flemming will conduct the business under the same style as before.



Millers
National
Agent

"DO I SELL GOOD INSURANCE?"

Listen to his reply:—

"I represent the Millers National Insurance Company of Chicago—and let me tell you what that means!

"It means that the policies I write have back of them a company with assets of \$164 for every \$100 of liability — and 50% of that company's assets are invested in securities as liquid as cash itself. As a business man you know that means sound insurance in any language.

"In this agency I aim to maintain a high standard of service. I write your insurance right, and sell it to you on that basis. I write it in the Millers National because

I know from experience that they deliver the goods as I sell it. In the event you have a loss you can expect prompt action. You will get it.

"The company has paid out over thirty millions in losses in the past 70 years, and it boasts of its record of never having had a dissatisfied claimant, where claim and origin were honest. I call that good insurance—good sound insurance—don't you?"

This is the story Millers National Agents tell in answer to such a question. They speak without hemming and hawing, for they know that Millers National can and does deliver the goods.

1865  1934

MILLERS NATIONAL INSURANCE COMPANY • CHICAGO

A Good Strong Company

THE NATIONAL UNDERWRITER

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PERSONAL SIDE OF BUSINESS

Mrs. Katherine Jennings Miller, who operates the Jennings Insurance Agency at Anthony, Kan., was elected a national vice-president of the American Legion Auxiliary at its annual meeting in Miami.

C. W. Hack, G. M. Danley and F. B. Louk, inspectors with the Kansas Inspection Bureau, who were injured in an automobile accident near Hutchinson, are recovering. Mr. Hack is back on the job, but Messrs. Danley and Louk will be confined for two or three weeks longer.

A bronze tablet to the memory of the late Young E. Allison, former editor of the "Insurance Field," was unveiled at the public library of Henderson, Ky. Mr. Allison's grandson, Young E. Allison, IV., unveiled the marker.

T. R. Dungan, Indiana state agent of the Fidelity-Phenix, has received a number of letters from friends throughout the state, commenting on the striking likeness of the golfer depicted in the advertisement of the Travelers on page 1 of THE NATIONAL UNDERWRITER of Nov. 1 to Mr. Dungan, some apparently believing that he had posed for the picture. The likeness is indisputable, even being more apparent on close inspection.

A. A. Maloney, who began his insurance career in Minnesota in the late '80s and advanced until he became secretary of the Continental, has been back this month among the scenes of his early years. He began his business career in Owatonna, Minn., soon after he finished school and for a time was district manager for the Continental in that territory. Later he went to Kansas City, then to the Pacific Coast and eventually was made secretary.

Insurance Commissioner William A. Sullivan of Washington and Miss Marie Elizabeth McAleer were married last week at St. James Cathedral in Seattle, the ceremony being performed by Rt. Rev. Monsignor Stafford.

The commissioner and his bride left immediately on a honeymoon trip and expect to return to Olympia Dec. 15. They will first visit San Francisco, Mr. Sullivan's former home, then Los Angeles and go from there to New Orleans, where a special meeting of the 17 western commissioners is to be held. From there Mr. and Mrs. Sullivan will go to St. Petersburg, Fla., where he will participate in the National Convention of Insurance Commissioners meeting. Commissioner Sullivan is a member of the executive and the valuation committees of the national convention.

Commissioner Sullivan and his bride were entertained by insurance executives and his staff with several dinner parties prior to their marriage.

W. C. Burnette, 57, Rochester, N. Y., local agent, is dead. Mr. Burnette was the father-in-law of Louis Hawes, secretary of the Rochester Board.

Mrs. Anna M. Sykes, local agent in Detroit for many years, died at her home there after an illness of five years. In 1895 she married G. W. Sykes, who conducted an agency there for many years until his death in 1917. She succeeded her husband as head of the agency and conducted the business until illness forced her retirement in 1929.

Garfield W. Brown, Minnesota insurance commissioner, state fire marshal, member of the state commerce commission, member of the state compensation insurance board, president of the National Convention of Insurance Commissioners and a colonel in the national guard, never has any trouble keeping busy.

In these times there is enough in the

insurance commissioner's job alone to keep a capable man overworked much of the time. But to have three or four other man-sized jobs saddled on him has been Mr. Brown's fate. In addition to his insurance duties, which have involved many trips in connection with commissioners' convention activities and making frequent addresses before state and national gatherings, he recently had to respond to militia call during strike troubles in Minnesota and as a member of the state commerce commission, is now sitting in on a hearing of charges against officials of two of the largest bank holding companies in the middle west.

H. W. Stevenson, assistant secretary in the investment department of the National of Hartford, was married at Winchester, Ky., to Miss Katherine Miller of that city.

Firman B. White, Kansas City, Mo., state agent Royal Exchange, after being confined to the hospital and his home for several weeks because of a major operation, is back on the firing line again.

Charles Liffier of Kaler, Carney, Liffier & Co., Boston agency, has completed 70 years in the insurance business. He was given a testimonial dinner by his associates and friends.

Walker M. Black, 85, pioneer Iowa insurance man, died at his home in Des Moines following a three-week illness. He first entered the business in 1878 as Missouri state agent for the old State of Des Moines. In 1895 he became Iowa state agent of the Hartford Fire and in 1917 he became an independent adjuster.

Col. Joseph Button, former Virginia commissioner, was entertained at a birthday party in his honor at the home of his nephew, C. B. Coulbourn, actuary of the Virginia department. The colonel was non-committal as to just how old he was but T. H. Bigger, chief clerk in department, let the cat out of the bag when he informed the guests that he himself had reached the three score and ten stage and that he was just a year older than the colonel.

H. P. Boardman, veteran special agent for Cravens, Dargan & Fox at Portland, Ore., in charge of Oregon and Washington, died at his home in Portland.

John F. Dale, 75, Nebraska state agent for the Phoenix of Hartford for nearly 50 years, died in Omaha. He had lived there since 1881. He retired three years ago. He was elected a life member of the Blue Goose last summer.

The death of John Peterson, hail insurance manager of the Great American in the west, breaks up the famous "Four Norsemen," in the hail insurance field in Chicago. Mr. Peterson was one of this celebrated quartet. The other three are Jacob Nelson, superintendent of the hail department of the America Fore, J. B. Cullison, Jr., manager, and S. K. Bjornson, assistant manager Rain & Hail Insurance Bureau. Mr. Peterson was born in Emmetsburg, Ia., Sept. 4, 1862, and started in the hail insurance business in 1894. He participated in the Spanish-American war and later he became secretary of the North American National of Des Moines.

C. D. Harris, Jr., of the C. D. Harris & Son agency, Louisville, who was married Oct. 6 to Miss Eleanor Arnold of Louisville, has returned from a honeymoon trip to Bermuda. Before joining his father he was with the engineering department of the Kentucky Actuarial Bureau.

Salutations to William BroSmith

THIS week WILLIAM BROSMITH, senior vice-president of the TRAVELERS, celebrates his 80th birthday anniversary. There is no one in the entire realm of insurance that has contributed any more than Mr. BroSmith to the business in various lines. He is connected with an organization that writes all kinds of insurance, life, fire and casualty in their various ramifications.

Possessed of a keen, alert, stimulating mind, being always aware of the danger of traveling too fast and yet not holding back the procession, he has been a safe leader. His advice has often been sought because of his long experience

and profound knowledge of law and its application to insurance. Aside from his own profession, Mr. BroSMITH is eminent in outside activities. If he were in college he would be called "prominent in extra curriculum activities."

Mr. BroSMITH possesses those human qualities that endear him to those who come in contact with him. He has always seen the brighter side and the humorous phases of life. He has been privileged to live a long and full life, abundant in freshness and revivifying elements. The congratulations and best wishes of insurance go with him. He has been an inspiration to many people.

Centripetal or Centrifugal?

ONCE in a while it is refreshing to go back to early lessons that we learned in physics. We can apply them often to business activities. Certain principles and laws have been discovered in the realm of the material that are absolute and unchanging. In elementary physics we studied about centripetal and centrifugal forces. We were told that these names were from the ancient Latin and that "centripetal" meant "the center to seek" and "centrifugal," the "center to flee."

Centripetal forces induce more closely bound bodies. It means that all the elements are pulling toward the center. That is one of the forces that keeps our planet, for example, from flying asunder. It accounts for the nicely balanced objects that are held together. Contrast with this the centrifugal forces and we have a breaking up of physical substances. There is the fleeing of parts from the center. There is no magnet nor power that is holding the constituent elements together. They are being scattered far and wide.

Applying this, for instance, to insurance, when we see a well ordered busi-

ness in which all the elements are working together, we know that the centripetal law is in operation. All the elements that constitute the insurance body are headed inward toward the center. They are working toward the maintenance and perpetuation of the body as a whole. That is a healthy condition. The safety of human life depends upon cohesion.

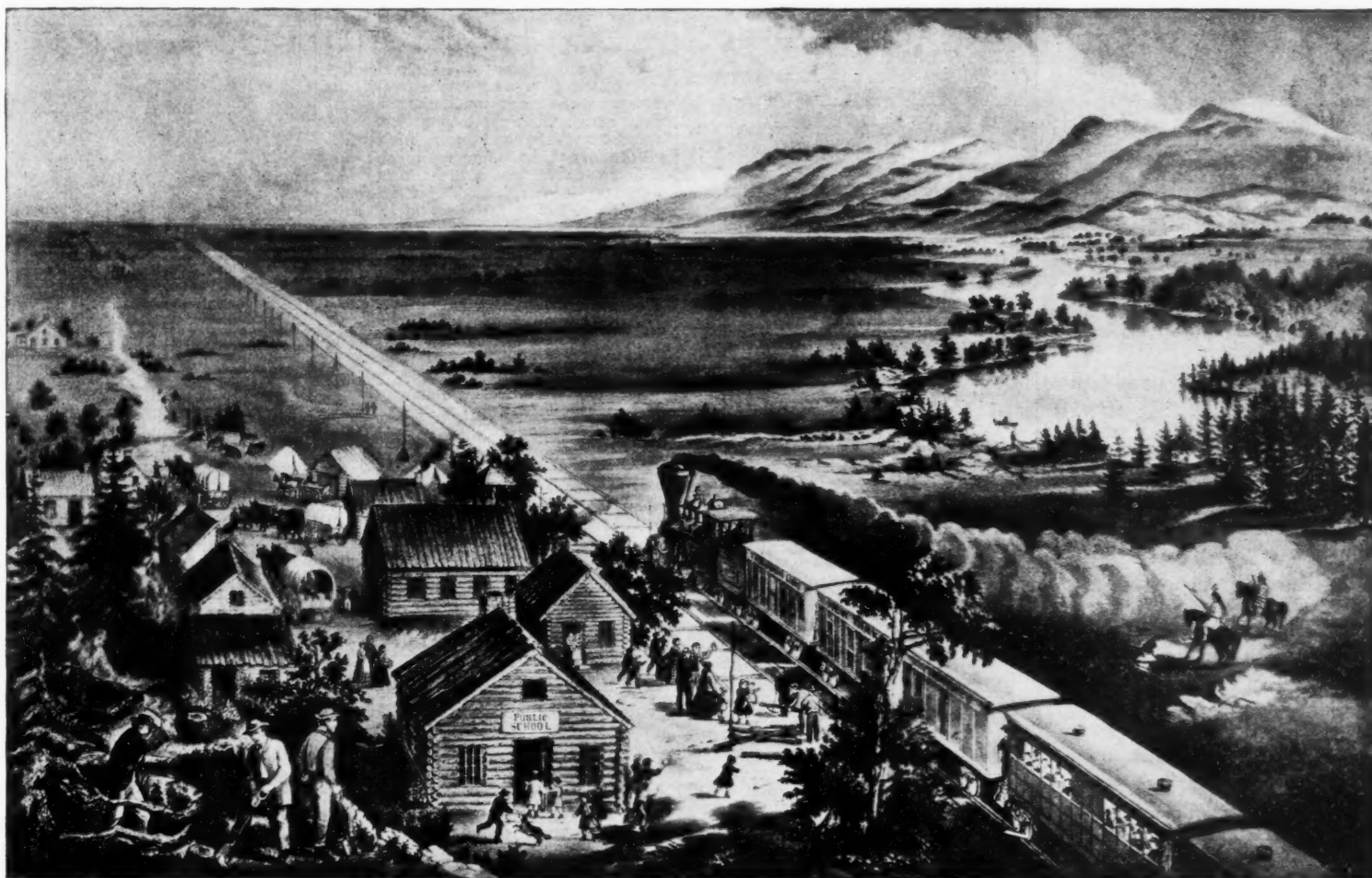
Today it would seem that the centrifugal forces are forward in insurance. We are not working in unity. There is not a uniform, satisfactory program or course charted. Different elements in the business are at variance. It would seem, therefore, that the body is breaking up through the working of centrifugal forces that have overcome concord and peace. When centripetal energy is at work there is alliance and understanding. When centrifugal energy becomes manifest we immediately have violence and discord. When there is war among the forces that constitute a body there will be ultimate destruction unless they are counteracted. This is a phase of one law of physics in its application to insurance that we can all study with seriousness.

Strewn with Good Beginnings

SOME people make the unfortunate mistake of commencing a commendable and useful task and never finishing it. Their trail is strewn with good beginnings but that is all. Some have the faculty of

starting an enterprise and leaving it to others to complete. One should either complete a task himself that he starts or he should make sure that someone else finishes the job.

SPANNING THE CONTINENT



CURRIER & IVES

THE OLD PRINT SHOP, NEW YORK

MORE than a decade before the achievement, in 1869, of spanning the continent with steel rails, Royal-Liverpool Groups had trekked westward with the stalwarts who dreamed and labored that posterity might benefit. The L. & L. & G. reached the Pacific Coast in 1853, appointing an agency in San Francisco that year. In 1853, too, the Royal established its Pacific Coast Department.

Since that time Royal-Liverpool Companies have spanned the continent with an agency organization, field force and service office facilities which have anticipated the fast

growing requirements of the insuring public. In four great conflagrations—Chicago in 1871, Boston in 1872, Baltimore in 1904, San Francisco in 1906—these Companies promptly met losses totaling more than \$20,000,000. Altogether, under the many forms of insurance written, the Royal-Liverpool Groups have paid out well over \$700,000,000 to policyholders in this country.

From coast to coast the Royal-Liverpool Groups carry on today with the same progressive spirit which inspired those who blazed the trail in the days of '49.



ROYAL-LIVERPOOL GROUPS

ONE HUNDRED FIFTY WILLIAM STREET · NEW YORK

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Iowa Mutuals Meet Nov. 21-23

Uniform Farm Policy to Be One of Big Topics Before Annual Convention in Des Moines

DES MOINES, Nov. 7.—H. P. Cooper, secretary National Association of Mutual Insurance Companies, Indianapolis, and G. E. Lyons, secretary Federal Land Bank of Omaha, will speak at the annual convention of the Iowa Association of Mutual Insurance Associations here Nov. 21-23. Other speakers are Mayor Lewis of Des Moines, Governor Herring, J. W. Kimball, chief examiner of the Iowa department; R. M. Evans, chairman Iowa corn-hog committee; Earl Anderson, Grinnell, "A New Inspection Service for County Mutuals of Iowa;" Henry Giese, Ames, "Preventing Chimney Fires;" E. G. Dunn, U. S. district attorney, Mason City, "Cooperation," and R. E. Mellen, Cedar Rapids, "Tragedies Confronting an Adjuster."

Expect 500 to Attend

Approximately 135 county mutuals and 20 state mutuals will be represented. About 500 are expected to attend.

The committee on a uniform farm mutual policy for Iowa, John Evans, chairman, will report. Much confusion has arisen from many varieties of the farm mutual policies and an effort will be made to have the association endorse a uniform or standard policy form to be used by all county mutuals.

F. K. Hawley of Laurens is president and H. L. Gross, Des Moines, secretary.

Des Moines "Get-Together" Meet to Boost Membership

DES MOINES, Nov. 7.—Invitations have been issued by the Des Moines Underwriters Association to 48 Des Moines agencies to attend a "get-together" banquet tomorrow night. While it is a regular business meeting, the general invitation extended is in the interest of membership promotion.

Speakers will be O. J. Davis, state agent Home of New York, on "Cooperation;" Chester E. Ford, Des Moines, chairman legislative committee Iowa Association of Insurance Agents, "Legislative Activities;" E. E. Crawford, Des Moines, "Local Board Advantages;" J. S. Cutter, Shenandoah, secretary-treasurer Iowa association, "State Association Activities."

The membership of the local board now comprises 18 agencies. At the October meeting, the president named a new membership committee with Mr. Crawford as chairman, which has already proposed seven new members. Fourteen agents outside the association have been invited to the meeting and have signified an intention to join. It

Settle Loss with Byrd Assistant by Radiogram

An unusual claim was recently settled at Mt. Pleasant, Ia., by the Iowa Mutual through its agent, O. T. Wilson. The house where the loss occurred was owned by Tom Poulter, head scientist on the Byrd expedition at Little America, so the claim had to be negotiated and settled by radiogram.

is believed that Des Moines will soon have the largest membership of any local board in the state, a position heretofore held by Sioux City.

Cleveland Courses Start

CLEVELAND, Nov. 7.—The Insurance Society of Cleveland has completed final details for its educational courses and classes started this week. Five divisions of the school will meet regularly at the Cleveland Board. The fire division, headed by D. E. Herren, vice-president Evarts-Tremaine-Flicker Co., meets every Monday. The casualty group, headed by T. J. Tippy of the W. G. Wilson Company, is meeting every Wednesday. The marine division, headed by H. H. Howarth of the North America, is meeting every second Monday. The automobile division, headed by H. H. Howarth, will meet every alternate Monday commencing Nov. 12. The surety classes, headed by G. M. DeMarinus of the Fidelity & Casualty, is meeting every Wednesday.

At the first meeting of the fire class on Monday, Clayton G. Hale, prominent Cleveland agent and instructor at Fenn College, delivered the opening lecture. It was just 10 years ago that Mr. Hale enrolled in the society's fire course.

Form Marshalltown Local Board

MARSHALLTOWN, IA., Nov. 7.—Twelve local agencies became members of the Iowa Association of Insurance Agents in a drive conducted by officers of the state association here.

Following a joint meeting of these officials and local agents a local board to be known as the Marshalltown Association of Insurance Agents was organized. C. C. Trine was named president; A. N. Treat, vice-president, and Walter Long, secretary.

Organization of the new local board will be of material assistance in preparing for the 1935 convention here of the Iowa Association of Insurance Agents. The state association committee which assisted in organizing it included A. P. Speer, president; R. W. Forshay, Percy Webster, J. S. Cutter and J. E. Hull, executive committeemen; Chester E. Ford, John Hynes, Sam Morrison and J. R. Vaughan, past presidents.

Garrett Gets British & Foreign

The T. W. Garrett, Jr., General Agency of Kansas City, Mo., has taken on representation of the British & Foreign Marine for Missouri and Kansas.

Bair to Give Ohio Address

Kenneth H. Bair, of Greenburg, Pa., chairman executive committee National Association of Insurance Agents, has accepted the invitation of the Ohio association to address a district meeting at Akron, to be held not far hence.

Smoll Brings Back Venison

A. E. Smoll, past president of the Wichita Insurers, has returned from his annual deer hunting expedition in New Mexico with his usual bag. The Wichita board is anticipating a venison dinner soon, the compliments of Mr. Smoll.

May Reduce Saginaw Rating

SAGINAW, MICH., Nov. 7.—There is a strong possibility, following a National Board survey, that Saginaw will be reduced from third to fourth class. Much of the local fire apparatus is extremely antiquated and in danger of momentary breakdown. Another fire station is also needed but no provision for its establishment has been made. R. C.

Loughead, chief engineer of the Michigan Inspection Bureau, explained to city officials that the new report places Saginaw within nine "deficiency" points of the drop into fourth class.

Regional Meet at Flint

FLINT, Nov. 7.—More than 100 agents gathered here for the first of a series of regional meetings of the Michigan Association of Insurance Agents. President J. A. Grow, Detroit, presided.

The meeting opened with a conference of the governing committee in the afternoon. A large portion of the session was given over to a discussion of committees. Several new committees will be added, including a fire and casualty committee and a fire and accident prevention committee. The selection of the date of the spring meeting in Lansing will be left to the Lansing association.

At the dinner meeting President Grow outlined his plans for the year, stressing particularly his thought that more work should be done on public relations.

Plans were announced for an intensive membership drive.

Supervises Diocese Insurance

T. F. McKay has been named by Bishop Kucera of the southern Nebraska Catholic diocese as insurance counsellor, and will examine all parish properties, valued at several million dollars, to see that properties are adequately insured. The bishop thinks that most of them are underinsured. The diocese will take care of any additional costs. Local agents who will agree to follow Mr. McKay's recommendations will be given the business.

Agents on Police Duty

WICHITA, Nov. 7.—C. M. Andrews, chairman of the fire prevention committee of the Wichita Insurers, headed a group of some 50 insurance agents and citizens who were deputized by the Wichita police department for special duty Halloween night. No fires occurred, although four false alarms were turned in and scores of hydrants opened. Mobs were broken up and about 250 boys taken in custody for the evening. The only casualty occurred to E. Y. Dukes, secretary of the Central States Fire, who had his glasses broken, receiving a cut below the eye, when a rowdy kicked him as he was being placed in a moving van being used as a patrol wagon.

Speak at Board Meetings

MILWAUKEE, Nov. 7.—The Wisconsin Association of Insurance Agents will be represented by officers at two meetings of local boards this month. Joseph Grundle, Milwaukee, secretary-treasurer, will address the Kenosha Underwriters Association on Nov. 13. President William B. Calhoun, Milwaukee, and Mr. Grundle will talk to the Marinette Board Nov. 15.

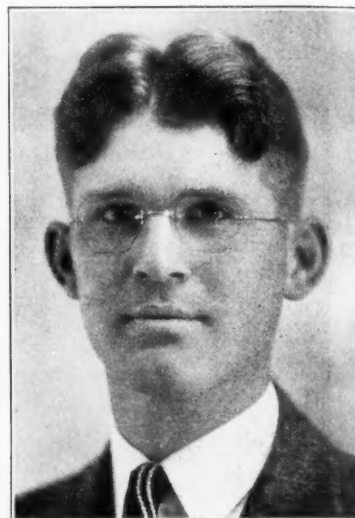
Mutual Field Club Meets

The 1752 club, composed of special agents and claim men of mutual companies of Iowa, met in Cedar Rapids, Ia., with the Mutual Fire Underwriters and the Iowa Mutual Liability as hosts. O. S. Imes, Iowa Mutual Liability, is president of the 1752 club. Bryan Connell, Farmers Mutual Hail, Des Moines, is secretary. The name of the club is taken from the year the first mutual was organized.

New Rate Books Issued

New rate books for the following towns were published in October by the Illinois Inspection Bureau: Assumption, Bellflower, Broughton, Carrollton, Energy, Harmon, Hecker, Hewittsville, Jonesboro, Madison, Rushville, Sullivan, Venice, Wyoming.

Oklahoma Lineup



E. R. LEDBETTER

The Oklahoma Association of Insurers is now making a strenuous campaign for membership. E. R. Ledbetter of Oklahoma City, former state president, is appointed national councillor. The state has been divided in six sections. The sections north and east of Oklahoma City are in charge of Guy Landes of Tulsa, while sections south go to Buford Breeding of Oklahoma City. Addition Sessions of Okmulee, state president, has appointed on the publicity committee Guy Landes of Tulsa; R. H. Farnham, Duncan; Herbert Heiman, Oklahoma City; R. C. Tate, Ardmore; K. G. Price, Norman; H. D. Corwin, Lawson, and Marvin Hatcher of Ponca City.

E. W. Clarke and Mr. Ledbetter have been appointed on the grievance committee.

Vernon Sills, Ponca City; Ancel Earp, Oklahoma City; F. W. Wiles, Blackwell; J. Stewart Pearce, Tulsa, and Jack Adams, Oklahoma City, constitute the legislative committee.

Southern States Local News

Doyle to Direct Southwest

New Assistant General Manager of Companies' Bureau Has Headquarters in Dallas

H. J. Doyle, newly appointed assistant general manager of the southwestern department of the Fire Companies Adjustment Bureau, who will make headquarters at Dallas, has been connected with the organization since Jan. 1 last, prior to which he was an officer of an independent adjusting company of New Orleans. He is a graduate of University of Mississippi law department and a member of the bar of that state. He entered the adjusting field some years ago, specializing in handling automobile, aircraft, general casualty and special risk claims.

When the Fire Companies Adjustment Bureau took over the New Orleans adjusting corporation of which Mr. Boyle was vice-president, he was transferred to Dallas and organized the automobile and special risk department. While continuing in charge of this division, he also will be responsible for general development of business for the bureau through-

LOYALTY GROUP

FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ORGANIZED 1855

80 YEARS IN BUSINESS

Surplus to Policyholders, Dec. 31, 1933, \$15,719,163.78

(Securities at Market Value)

Organized 1853

THE GIRARD

FIRE & MARINE INSURANCE CO.

Surplus to Policyholders Dec. 31, 1933

\$2,380,826.52

Securities at Market Value

52 YEARS IN BUSINESS

Organized 1854

THE MECHANICS
INSURANCE COMPANY OF
PHILADELPHIA

Surplus to Policyholders Dec. 31, 1933

\$2,181,651.19

Securities at Market Value

51 YEARS IN BUSINESS

Organized 1866

NATIONAL-BEN FRANKLIN
FIRE INSURANCE CO. OF
PITTSBURGH, PA.

Surplus to Policyholders Dec. 31, 1933

\$2,254,726.35

Securities at Market Value

69 YEARS IN BUSINESS

Organized 1874

THE METROPOLITAN
CASUALTY INSURANCE CO.
OF NEW YORK

Surplus to Policyholders Dec. 31, 1933

\$2,216,188.12

Bonds Amortized—Stocks Market Value

61 YEARS IN BUSINESS

AVERAGE AGE

LOYALTY GROUP COMPANIES

OVER 66 YEARS

GROUP LOSSES PAID

OVER

FOUR HUNDRED MILLION

\$413,592,692.72

A LOSS PAYING RECORD

PROVING SECURITY
AND STABILITY

OUR BUSINESS ASSETS

MERIT CONFIDENCE

THESE ARE

AGE - EXPERIENCE - GOOD FAITH

SUCCESS - PERFORMANCE

SOUND INSURANCE PRINCIPLES

Organized 1852

MILWAUKEE MECHANICS'
INSURANCE COMPANY

Surplus to Policyholders Dec. 31, 1933

\$5,021,440.67

Securities at Market Value

53 YEARS IN BUSINESS

Organized 1871

SUPERIOR
FIRE INSURANCE COMPANY
Surplus to Policyholders Dec. 31, 1933

\$1,780,616.49

Securities at Market Value

54 YEARS IN BUSINESS

Organized 1870

THE CONCORDIA
FIRE INSURANCE COMPANY
OF MILWAUKEE
Surplus to Policyholders Dec. 31, 1933

\$2,411,805.55

Securities at Market Value

65 YEARS IN BUSINESS

Organized 1909

COMMERCIAL
CASUALTY INSURANCE CO.
Surplus to Policyholders Dec. 31, 1933

\$2,015,905.60

Bonds Amortized—Stocks Market Value

26 YEARS IN BUSINESS

WESTERN DEPARTMENT
844 Rush Street
Chicago, Illinois

CANADIAN DEPARTMENT
461 Bay Street
Toronto, Canada

EASTERN DEPARTMENT

10 Park Place
NEWARK, NEW JERSEY

PACIFIC DEPARTMENT
220 Bush Street
San Francisco, Cal.

SOUTH-WESTERN DEPT.
912 Commerce Street
Dallas, Texas

LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

out the southwest, acting as contact man with state and local agents throughout the territory. In addition to having a special knowledge of policy conditions and proper claim handling, he is considered to be an able executive.

To Hold Regional Gatherings

Texas Association Program for Remainder of Year Is Announced by Secretary Foreman

A number of regional meetings will be held by the Texas Association of Insurance Agents in the remaining period this year. Regional vice-presidents in charge of the districts will preside and officers of the state association and one or more members of the board of insurance commissioners will attend each of these meetings. Secretary D. G. Foreman gives the schedule. Places, dates and regional vice-presidents presiding are: Nov. 13, Temple, R. P. Patterson; Nov. 16, Sherman, T. F. Aston; Nov. 20, Vernon, W. W. Bragg; Nov. 21, Plainview, R. Q. Silverthorne; Nov. 22, Pampa, R. Earl O'Keefe; Dec. 5, Seguin, Ray P. Lewis; Dec. 6, Brenham, F. L. Amsler; Dec. 7, Corpus Christi, Thos. B. Southgate; Dec. 12, San Angelo, Walter Yaggy; Dec. 12, Tyler, R. L. Caton; Dec. 18, Mineral Wells, E. P. Crawford; Jan. 17, El Paso, C. H. Eckford.

S. E. U. A. Meeting Is Being Held at Pinehurst, N. C.

A report from the committee of the Southeastern Underwriters Association, named some time ago to formulate a plan for dealing with mutual competition in the territory, is expected to be presented at the semi-annual gathering of the organization at Pinehurst, N. C., this week. What the committee will

recommend is unknown to the general membership and is the subject of lively speculation. The executive committee of the association held sessions before the general meeting, whipping into concrete shape matters to be presented at the open meeting. The Pearl Assurance fleet recently appointed the well known Birmingham office of Leedy-Glover Co. its general agent for Georgia, Alabama and Tennessee and organization men are wondering what the effect will be in so far as field conditions generally are concerned.

Stock Men Cooperate

Committees of the Fire Insurance Field Club of Virginia and the Virginia Association of Insurance Agents, named to promote the sale of stock insurance have begun functioning. Farmville stock agents were assisted in holding a mercantile line of five stores. B. P. Carter of the field club has been elected chairman of the group.

Dallas Classes Start

DALLAS, Nov. 7.—The Dallas Insurance Agents Association has opened its school for the instruction of fire and casualty agents with classes each Friday evening. Alfonso Johnson, manager of the association, had charge of the first class. He outlined the history of fire insurance to the agents. The next class will hear E. C. Gambrell discuss the insurance contract.

Slight Reduction Sought

MIAMI, FLA., Nov. 7.—An organization known as the Insurance Rate Reduction Association made an attack upon fire insurance companies before the city commission of Miami. Harold Gordon, attorney for the outfit, said the fire insurance business is taking \$1,000,000 profit out of Miami annually. He contended insurance companies were requiring the city to maintain fire fighting equipment in excess of real need. He made three alternative proposals: That

the city levy a tax of 25 percent on all fire and windstorm premiums in Miami; that the city enter the insurance business, cutting present rates 50 percent, making a profit of \$300,000 a year, or enforcing rate reductions of 75 percent.

The matter was referred to City Attorney J. W. Watson, Jr., and T. E. Gray, rate and traffic consultant.

Hatchett Chattanooga Manager

ATLANTA, Nov. 7.—G. R. Hatchett, whose appointment as manager of the Chattanooga office of the Fire Companies Adjustment Bureau has been announced by B. K. Clapp, general manager of the southeastern department, succeeds the late E. R. Cotter. Mr. Hatchett was previously adjuster in charge of the Jackson, Tenn., office of the bureau. He will have as his chief aid Staff Adjuster G. M. Lee. To fill the vacancy created through the transfer of Mr. Hatchett, Robert Forker has been placed in charge of the Jackson office.

Kentucky Storm Loss Heavy

Windstorm loss of around \$250,000 is reported in a belt covering seven counties in central west Kentucky.

Homes, barns, schools, churches and rural stores were among the structures damaged and destroyed, the largest loss being reported on tobacco in barns.

Thirty or 40 barns were reported wrecked in Green county, and many dwellings unroofed or damaged. Taylor county reported 61 residences destroyed, two of which burned. Casey county reported three churches, four schools and 125 dwellings and barns destroyed.

High winds in west Tennessee also caused considerable property damage at Humboldt, Gibson, Whiteville, Somerville and Gadsden.

To Codify Georgia Laws

ATLANTA, Nov. 7.—Governor Talmadge has appointed a special commission to revise and codify the insurance laws of Georgia. It includes Comptroller General W. B. Harrison, Assistant Insurance Commissioner L. A. Irons and Assistant Attorney General B. D. Mur-

phy. Bills will be drawn for presentation to the next legislature in an effort to bring the insurance laws of the state up to date. The commission has already started its conferences and consultations.

May Invoke Retaliatory Law

FRANKFORT, KY., Nov. 7.—An opinion that under the state's retaliatory laws Kentucky may require North Carolina insurance agents to meet certain conditions required of Kentucky agents in North Carolina was given to the insurance department by Assistant Attorney General Atkinson. In North Carolina, the department reported, Kentucky companies must transact business through local agents on a fee-division basis or take out non-resident licenses.

Hundley Elected President

NEWPORT NEWS, VA., Nov. 7.—Officers of the Newport News Real Estate & Insurance Exchange were elected at the annual meeting. T. J. Hundley is president; C. D. West, treasurer; Douglas Pitt, secretary. C. W. Pierce, vice-president of the America Fore, and B. P. Carter, of Gordon, Brown & Carter, Richmond, spoke. Mr. Pierce urged agents to stress service and security in their sales talks. By selling up to standard rather than down to price they should encounter no difficulty meeting competition. Mr. Carter gave pointers on how to reclaim automobile finance premiums. He admitted that the task was not easy but the business could be recovered if the agents made up their minds to do it. He said that if automobile manufacturers discovered that the matter of insurance was hurting their business they would very probably change their attitude. He suggested that a newspaper advertising campaign be initiated similar to campaigns that had been staged in other parts of the country. They should follow this up by making a list of all car owners as well as a list of new prospects and then letters soliciting their business.

R. H. Powell, local agent of Frederick, Okla., died at a hospital at Wichita Falls, Tex., from pneumonia.

R. N. CRAWFORD & Co.

INC.
INSURANCE EXCHANGE • CHICAGO TELEPHONE WABASH 2637

SPECIALISTS

in the

UNUSUAL CONTRACTS

Not Obtainable from
American Companies

Insured

Through the Largest and
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Underwriters

AT LONDON, ENGLAND

EASTERN STATES ACTIVITIES

Plan of New England Board

Local Agents Will Present Statement
of Grievance Against Companies
to Commissioners

T. C. Cheney of Morrisville, Vt., chairman of the New England advisory board of the state associations of local agents, attended the Rhode Island meeting at Providence last week. Following the meeting there was a conference with the special committee, consisting of one member from each of the New England states, appointed to draft charges of unethical practices on part of companies. This will be presented to the insurance commissioners of New England, who have been invited to meet with the advisory board at its meeting at the Chamber of Commerce in Boston, Nov. 23.

Connecticut Agents' Rally

Annual Meeting of the Local Men's
State Body Is Being Held
in Hartford

HARTFORD, Nov. 7.—The annual meeting of the Connecticut Association of Insurance Agents will be held here this week. H. W. Hatch of New Britain is president and Arthur Bradshaw of Bridgeport, secretary. T. A. Sturgess of New Haven is vice-president. There are two honorary vice-presidents, W. C. North of Bridgeport and F. W. Brodie of Waterbury.

The address of welcome tomorrow morning will be given by Tom W. Brown of Hartford. Mr. Hatch will give the annual report of the president, Mr. Bradshaw will report for his office and Mr. North, who is national councillor, will tell

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This corporation reports on the underwriting aspects of heavy manufacturing and mercantile properties throughout the following states:

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178 West Adams St., Chicago, Ill.

R. L. Thiele

Would Start Up Blue Goose Ladder in 1935



J. R. KNOWLAN

Getting off to an early start, the friends of J. R. Knowlan of Philadelphia have tossed his hat in the ring for election in 1935 as grand keeper of the Blue Goose, thus putting him in line for head of the order in due course. Mr. Knowlan is regarded by many as the logical choice from the eastern field, since he has been especially active in Blue Goose affairs in recent years and is most popular. He is connected with the map survey office of A. R. Schmidt & Co., of Philadelphia, secretary of the Philadelphia Insurance Society, and secretary and treasurer of the Philadelphia Insurance Library. He has been wielder of the Penn pond ever since it was established.

about the National association convention. F. W. Brodie is chairman of the nominating committee.

In the afternoon Mayor Beach of Hartford will give an address of welcome. E. J. Cole of Fall River, Mass., president National Association of Insurance Agents, Insurance Commissioner H. P. Dunham and John F. Gaffey, Connecticut director of the federal housing administration, will speak.

At a dinner in the evening A. H. Stafford of Boston, special agent of the Excelsior, will speak on "Suggested Methods for Agents' Use in Collection of Balances."

Expect Pennsylvania Change

Department Will Probably Modify Stand on Resident Agents—True With New Jersey Seen

PHILADELPHIA, Nov. 7.—There is a strong feeling here that the Pennsylvania insurance department will shortly make an announcement which will bring to an amicable close the two phases of the resident agents' law which have been the cause of considerable agitation. It is expected that the announcement will cover jointly the protest over its interpretation of Section 623 and also the retaliatory war it is waging against New Jersey.

Peace Between Departments

It is expected that the old interpretation of Section 623, will be permitted, allowing risks in the state written by out of state non-licensed agents and brokers to be sent to Philadelphia agents for countersignature.

The agents are in favor of such a ruling, believing that the situation can best be solved by themselves through action such as that taken by Baltimore agents.

While the insurance department is still refusing to license firms where any

of the members are residents of New Jersey, the opinion is strong that peace has been declared between the Pennsylvania and New Jersey departments and that the Pennsylvania department's announcement will call off its retaliatory war.

This belief is strengthened by the fact that the Pennsylvania department has continued its attitude of leniency toward the affected offices.

When the next New Jersey legislature meets, a strong drive will be made to amend the present New Jersey resident agents law, the cause of the pres-

ent situation, to remove its objectionable features and prevent innocent agents suffering in like measure in the future.

New Hampshire Outside Brokers

Since special agents no longer countersign policies written on property in New Hampshire, 100 out-of-state brokers have been licensed there.

Maine Agents Hold Forth

The annual meeting of the Maine Association of Insurance Agents is being held Thursday of this week at Bangor.

The afternoon session is being attended by agents only. The final feature will be a banquet.

Eastern Notes

W. E. Bailey, for several years in the insurance business in Florida, has started a new agency at Northampton, Mass.

C. A. Plummer, 32, who founded the Plummer Insurance Agency at Portland, Me., in 1893, died at Brattleboro, Vt. He retired from active work four years ago.

The **Matthews Company**, Cambridge, Md., has been incorporated by J. W. Matthews, R. H. Matthews and G. R. Matthews, all of Baltimore.

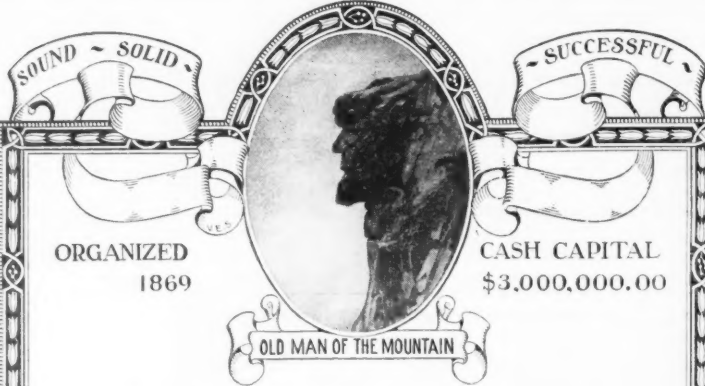
*November 11th
1809*

*"It is Resolved
that the Company be
constituted and that
business shall be begun
on the 11th November
1809."*

In the century and a quarter that has passed since its organization, the "North British & Mercantile" has breasted the waves of every economic crisis and has basked in the sunshine of good times; but successive generations of its management have never lost sight of the necessity for underwriting, investing and managing for the long pull so that, in good times or bad, all the Company's obligations could be met under every condition.

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1809 - (This is "Founders' Month") - 1934



ORGANIZED 1869 CASH CAPITAL \$3,000,000.00

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NEW HAMPSHIRE FIRE INSURANCE CO.

Manchester, N.H.

ASSETS.. \$15,391,094.43

LIABILITIES EXCEPT CAPITAL
\$6,663,423.25

POLICYHOLDERS' SURPLUS
\$8,727,671.18

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64 YEARS OF ACHIEVEMENT

1794 1934

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OF THE
STATE OF PENNSYLVANIA
PHILADELPHIA, PA.

Semi-Annual Statement, June 30, 1934

Reserve for Unearned Premiums.....	\$1,636,138.14
Reserve for Losses, Taxes, etc.....	310,500.33
*Contingency Reserve	272,624.51
CASH CAPITAL	1,000,000.00
NET SURPLUS	1,203,585.54

TOTAL ASSETS	\$4,422,848.52
SURPLUS TO POLICYHOLDERS....	\$2,203,585.54
Actual Market Value	

Acquire
THE OLD "STATE OF PENN"

*Contingency Reserve represents difference between Value carried in Assets and actual June 30, 1934, Market Quotations on all Bonds and Stocks owned.

PACIFIC COAST AND MOUNTAIN

Sullivan Warns Companies

**Washington Commissioner Tells of
Complaints of Incorrect Rates and
Failure to File Dailies**

SEATTLE, Nov. 7.—Commissioner Sullivan has issued a warning to companies which fail to clear dailies through the Washington Insurance Examining Bureau for inspection. He said the department has received complaints that cases involving various large lines and special risks have been written at incorrect rates and dailies not reported to the bureau.

"This practice," he said, "to a large extent results in giving advantages to some larger assured which are not granted to small policyholders and is a rank discrimination in addition to the violation referred to."

Violations are being checked, the department announced. Wherever evidence is secured heavy fines will be levied and in extreme cases the license of offending companies cancelled, the notice said.

Pacific Board Approval of Farm Schedules Postponed

SAN FRANCISCO, Nov. 7.—At a meeting here of the Pacific Board, definite action on the new set of rules and schedules for writing farm risks in California was postponed to the semi-annual meeting tomorrow.

For the first time in the history of the board a group of local agents was invited to participate in the discussions. The agents, representing the farm committee of the California Association of Insurance Agents, presented their ideas regarding farm business and urged that the companies approve the plan they had worked out jointly with the farm committee of the board. A year ago a plan submitted by the board's committee, providing for a farm bureau within the board, was disapproved through lack of sufficient signatures to put it into effect.

The agents' committee and the board farm committee have been working together ever since that time to perfect a plan agreeable to the agents and the companies. J. C. Dornin, president of the board and chairman of its farm committee for several years, expressed the approval of his group and urged adoption of the plan.

Agents who attended the board meeting were H. J. Thielen, E. R. Pickett, president of the agents' association; C. T. Buckman, past president; F. C. Colridge, executive secretary, and Frank Aron.

Cooney Goes to the Coast

President J. R. Cooney of the Firemen's of Newark group is en route to San Francisco, where he will visit the Pacific Coast department office of the associated companies. He will probably be away three weeks or more.

Special Luncheon in Seattle

SEATTLE, Nov. 7.—To stimulate interest in the King County Insurance Association and the state and National associations, the Seattle agents' organization will hold a special luncheon meeting Nov. 15. M. B. Hevly is chairman of the committee in charge.

Pay Second High School Loss

SAN FRANCISCO, Nov. 7.—For the second time in less than three months the Fireman's Fund has sustained a serious loss on San Francisco school buildings being reconstructed to conform with the new earthquake-proof laws. This time it was the Lowell high school building, which like the girls high in August, was entirely covered with

scaffolding and surrounded by building materials when fire was discovered.

It has been estimated that the loss on the Lowell school will be between \$75,000 and \$100,000. Loss on the girls high school was in excess of \$186,000.

Haidinger Named Manager

V. M. Haidinger has been appointed Los Angeles manager by Newhouse & Sayre, all-risks general agents of the Home of New York. For the past five years he has been an insurance broker, prior to which he was connected with the Los Angeles branch of the old Union Indemnity. It is understood that he plans spending November in the San Francisco office, the opening of the new agency in Los Angeles being set for Dec. 1.

Packard Is Advanced

M. E. Packard has been advanced to manager of the Los Angeles office and special agent in southern California for Henley & Scott, succeeding K. J. Olds, who recently resigned.

Probe Alaska Irregularities

Reported discrepancies in rates on Alaska business have resulted in a visit to Seattle by J. F. Magee, special investigator for the Pacific Board.

Examine Mutuals' Reinsurer

The First Reinsurance of California, located in the farming district of Woodland, is being examined by the California department. It reinsures the excess business of a number of California county mutuals.

Percy Carrington Seriously Ill

Percy Carrington, district manager of the National Automobile Club in the Sacramento Valley territory, is in San Francisco undergoing treatment for a serious and painful illness. Mr. Carrington was a speaker at the convention of the California Association of Insurance Agents in Sacramento.

Motor Insurance Events

Comply with Requirements

**Most Companies Are Now Issuing Individual Policies on Financed Cars
in New Hampshire**

NEW YORK, Nov. 7.—Without waiting until Dec. 1, the date on which Commissioner Sullivan's order prohibiting issuance of master policies assuming the fire, theft and collision liability of financed automobiles in New Hampshire becomes effective, such fire companies as had not previously been issuing individual policies on financed cars are now doing so. The action of the commissioner followed the complaint that an unauthorized company was writing automobile business in the state through a non-licensed broker on account of a Boston bank, which handles a large automobile credit line. Under the practice employed the assured had no means of knowing the extent to which his equity in a financed car was covered, nor the cost of the protection to him.

Regardless of the absence of legal requirement many of the companies writing financed automobile accounts have long issued individual policies to their assured in a number of states, while elsewhere their practice has been to grant individual certificates, giving all essential features of the coverage.

While the underwriting experience on financed cars in New Hampshire has

INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

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LAW OFFICES OF Coleman, Spain, Stewart & Davies

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Insurance Attorney
Birmingham, Alabama

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KIBBEY, BENNETT, GUST, SMITH & ROSENFELD PHOENIX, ARIZONA

John L. Gust Fred W. Rosenfeld
Frank O. Smith H. L. Divilbess
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Attorneys at Law
Austin, Texas

Lawther, Cox and Cramer

13th Floor Tower Petroleum Building
Dallas, Texas

Counsel Aetna Life and Casualty Companies
Harry P. Lawther, General Counsel and Director,
Texas Employers' Insurance Association
and Employers' Casualty Company

TEXAS (Cont.)

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Magnolia Building
Dallas, Texas

Ocean Accident and Guarantee Corp.
Columbia Casualty Co.

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5th Floor Southland Life Bldg.
Dallas, Texas

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been good, so far as fire and theft are concerned, collision losses have been severe.

While Commissioner Sullivan has indicated his willingness to confer with company managers regarding his recent pronouncement before it becomes operative, it is considered unlikely that the invitation will be accepted. They are content to fall into line with the individual policy and other requirements.

Deductions Are Furnished

Rates Are Filed by Non-Affiliated Companies in New York Under Depreciation Clause

NEW YORK, Nov. 7.—The 12 non-affiliated automobile companies operating in this state recently filed with the insurance department deductions made under the monthly depreciation clause. Tentative approval has been given by the department, pending completion of an exhaustive study of the general proposition by the National Automobile Underwriters Association, when it is hoped a formula will be devised to be used by all companies. This should be ready within a short time. The various forms sanctioned temporarily are as here given:

1.	2% on all cars listing up to \$999.
	1½% on all cars listing from \$1,000 to \$1,999.
	1% on all cars listing over \$2,000.
2.	Over \$5,000 \$3,500 \$1,500 Under
Yr.	\$5,000 3,500 1,500 1,000 \$1,000
1...	1½% 1½% 2% 2½% 2½%
2...	1½% 1½% 2% 2½% 2½%
3...	1 1½ 1½ 2 2½
4...	1 1 1½ 2 2½
5...	1 1 1 1½ 2
3—	With original factory list price of:
	\$1,000 or under 2% per month.
	1,001-1,500 1½% per month.
	1,501-2,000 1½% per month.
	2,001-3,000 1½% per month.
	3,001-6,000 1½% per month.
	6,001-10,000 1% per month.
	Over \$10,000, 10% a year.
4.	Over \$5,000 \$3,500 Under
	\$5,000 3,500 1,500 \$1,500
	Pct. Pct. Pct. Pct.
1934...	1 1½ 2 2½
1933...	1-88 1½-82 1½-76 2-70
1932...	1-77 1½-67 1½-62 1½-53
1931...	1-68 1½-55 1-51 1½-43
1930...	1-60 1-45 1-44 1-55

Under the present rule of the National Automobile Underwriters Association a flat monthly reduction of 2.5 percent is required.

Kansas City Rate Increased

Loss Ratio Is So High That It Became Necessary to Boost the Premiums

Automobile fire and theft rates have been increased in Kansas City, Mo., ranging from 25 to 50 percent. The rate includes both the penalty charge for theft of accessories and the basic rate of insurance. Kansas City has had a bad experience automobile insurance-wise. Kansas City is the only point in the state where the extra theft charge is in force.

Under the old rate scale a charge of \$5 to cover theft of accessories and tires was made. That charge is now raised to \$10, an increase of 100 percent. The basic rate, or charge per \$100 on amount of insurance, also goes up under the new rate. Under the old rate the charge for each \$100 of insurance on a Ford car was \$4.05; on a Chevrolet, \$3.35, and on a Plymouth, \$2.80. To each of these costs the extra theft charge of \$5 was made. The new rate brings the cost on the same basis to \$4.35 for the Ford, \$3.65 on the Chevrolet and \$3.75 on the Plymouth. The theft charge of \$10 is added to each of these figures.

These examples of cost for \$500 insurance, are given:

	Old Cost	New Cost
Buick Six	\$18.25	\$23.00
Chrysler Six	20.25	25.75
Chevrolet	21.75	28.25
Dodge	16.50	22.00
Ford	25.25	31.75
Plymouth	19.00	28.75

The figures take into consideration both the basic rate and the extra theft charge. There is very little change in rates for cars costing more than \$1,000.

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Assets

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Cash in Banks	168,593.12
Agents Balances Outstanding	391,604.64
Accrued Interest and other Assets	75,738.69
	\$3,767,987.42

Liabilities

Reserve for Unearned Premiums	\$1,247,457.25
Losses in Course of Adjustment	162,534.00
Reserve for Taxes, Expenses, and all other Liabilities	394,183.81
Reserve for Contingencies	251,885.00
Capital Stock	\$1,000,000.00
Net Surplus beyond all Liabilities	711,927.36
Surplus to Policyholders	1,711,927.36
	\$3,767,987.42

NOTE: Contingency Reserve fully adjusts as follows:—
Bonds eligible are amortized, otherwise valued at actual Market.
All Stocks are carried at actual Market Value.



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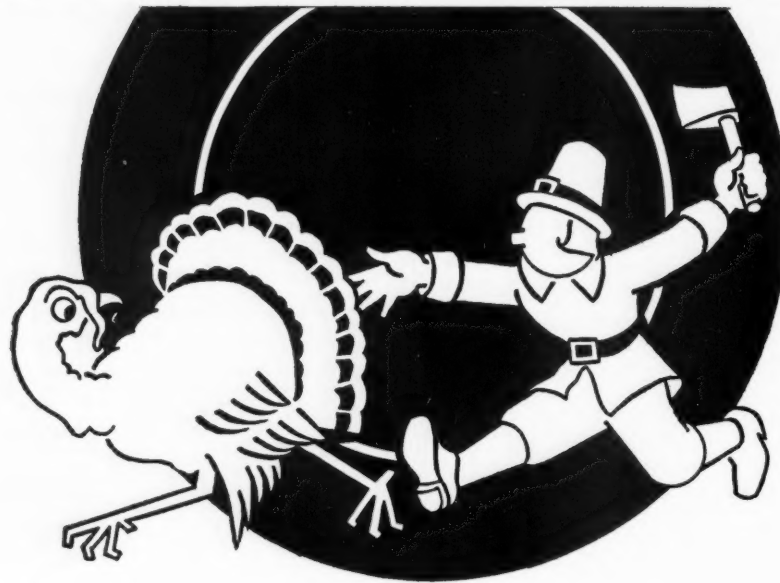
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WE HOPE that this year you have more for which to be thankful than you did last. Yours for a better dinner, too. Holidays always remind us of the need for a little harder work the rest of the time so we'll have more of what it takes when the holiday rolls 'round. But it's got to be the right kind of work, at the right time and in the right places. It's difficult to collect a premium from a bankrupt. It's foolish to try to write an accident policy on a man seventy-five years old. To suggest how, why and where to concentrate . . . that is the purpose of The Employers' Pioneer. A copy of the November issue is yours for the asking. Mail your request to The Employers' Group, 110 Milk Street, Boston, Massachusetts. The Employers' Group includes The Employers' Liability Assurance Corporation, Limited, The Employers' Fire Insurance Company and the American Employers' Insurance Company.



The National Underwriter

November 8, 1934

CASUALTY AND SURETY SECTION

Page Twenty-three

Movement Started to Study Diseases

Seek Method of Controlling Hazard to Workmen Employed in Industry

BEHA SOUNDS KEYNOTE

Over 100 Company Representatives and Specialists in Important New York Conference

A movement to start to work out something practical to eliminate the "cancer of occupational disease" from workmen's compensation insurance business was started at a two-day conference in New York City of over 100 casualty company representatives from the claim, engineering, medical, legal and rating branches, in conjunction with 12 outstanding medical, legal and engineering authorities.

The assemblage was urged by General Manager J. A. Beha of the National Bureau of Casualty & Surety Underwriters, to concentrate on occupational disease problems. He said there is a chance here for insurance "to spread knowledge, to save lives and save money on compensation claims." He emphasized the importance of the problem not only from a public standpoint, but in relation to insurance companies and employers.

Whitney Serves as Chairman

Associate General Manager A. W. Whitney was chairman, and with co-operation of the New York Tuberculosis & Health Association, arranged the program.

A great service could be done for workers, Mr. Whitney said, if the subject of occupational diseases should progress to the point where rates could be made to cover the hazard involved. He cited merit rating, schedule rating and experience rating in other fields of compensation insurance as a proved means of reducing accidents in industry, and said they have exerted a strong influence toward safety.

Dr. Alice Hamilton, professor of industrial medicine at Harvard, spoke on "Lead and Carbon Monoxide Poisoning." Most cases of chronic poison, especially among garage workers, are curable, she said, and therefore she believes the disease cannot be called compensable.

Tuberculosis Hazard in Industry

Dr. J. B. Amberson, Jr., assistant professor of clinical medicine, College of Physicians and Surgeons, talked on tuberculosis hazard in industry, estimating 1 percent of all persons in industry have lung lesions which in one year may develop into active tuberculosis. The problem is to be fair to industry as well as labor and make sure that when a man enters a job he is not al-

(CONTINUED ON PAGE 27)

Hospital Cover Reviewed

G. W. Fitzhugh of the Metropolitan Life Describes Experiments in That Field, Basis for Fixing Rates

An exhaustive survey of the developments so far in the field of group hospitalization was presented before the American Institute of Actuaries at its meeting in Chicago by G. W. Fitzhugh of the Metropolitan Life, covering the experiments made along that line by hospital groups and individual employers, together with a review of the experience which is available for establishing rates on the plan recently put into effect by several companies that are writing this coverage in connection with group accident and health.

He took up the recommendations made in 1932 by the Committee on the Costs of Medical Care and particularly its recommendation for the placing of general hospital service on a voluntary insurance basis, possibly through a cooperative hospital insurance plan with various hospitals participating. He then reviewed the plans which have been put into effect by single hospitals or hospital groups in various cities.

Hospitals' Plans Reviewed

"The financial experience under these various plans," Mr. Fitzhugh said, "so far as can be determined, generally seems to be reasonably favorable. However, the experience is too limited, and the benefits and fees of the different plans are too divergent to warrant very definite conclusions. One point to be remembered is that these plans are one-year term contracts, so that large reserves are not necessary and the actual financial experience can be approximately determined each year. There are no hidden reserves to make an apparently successful plan in reality technically insolvent. Of course, reserves for chance fluctuations and epidemics should be maintained, but these are of a different type. Another point to be considered in plans operated by the hospitals themselves is that no cash payments are promised. Benefits are provided in kind, and if the rate of hospitalization turns out higher than expected, the hospital merely has to provide more service than expected, but does not pay out any more cash to the subscribers."

Features of Group Coverage

He then described the features of the group hospitalization coverage written by his company, the plans offered being in general substantially the same. The benefits are limited strictly to hospitalization, with no payment for operation, surgical, x-ray or doctor's fee. Two types of benefit are provided, the first covering the actual charges for hospital room at not exceeding \$3 a day, with a maximum of \$200 in any year, and second, actual cost up to \$15 for any one period of hospitalization, of anaesthesia, special laboratory service and operating room fee.

It was not considered advisable to pay the entire cost of hospitalization but it is the belief that \$3 will pay a substantial part of the cost of semi-private rooms in most localities. Benefits are not paid for hospitalization lasting less than 24 hours or resulting from self-inflicted injury while sane or insane. The cover-

age is non-occupational and excludes pregnancy and its sequelae.

The hospitalization insurance is issued only in conjunction with temporary disability benefits and employees must subscribe to both forms of coverage or neither. They cannot carry either one alone. If hospitalization benefits are added to an existing temporary disability policy, at least 90 percent of the employees carrying the latter must apply for the hospitalization coverage to make it effective. At the outset, at least, there must not be less than 250 eligible lives in each group, so as to provide a reasonable exposure.

Bases for Determining Rates

Data from various sources were used in determining premium rates for these benefits. The data collected by the Committee on Costs of Medical Care give an adjusted hospitalization case rate for the general population of 63 per 1,000 exposed, with an average duration of about 15 days. It reported, however, that if all those who really required hospital care actually received it, the rate should be 113.5 per 1,000. In collaboration with that committee, the Metropolitan made a study of costs of treatment for sickness and injury among members of its field force and their families for one year beginning with October, 1930, based on an exposure of 95,690 life-years. Each employee was requested to report each week all expenditures incurred by himself and the dependent members of his family for any form of medical care, showing the sex and age of the person ill, the cause of illness and the type of service received. The lives studied represent only the urban population and the income of the families was above the average for the general population.

Results of Employee Survey

Altogether there were 4,519 cases of illness requiring expenditures for hospital treatment, giving an annual rate of 47.2 cases per 1,000 exposed. No figures were obtained for the duration of hospitalization, but the average expenditure per case was \$69.14. The rate of hospitalization among adults was 50.7 per 1,000 and among children 40.2 per 1,000. The rate for male adults was only 21.7, while for female adults it was 78.2 per 1,000. Excluding puerperal conditions, the mean rate for females is reduced to 42.8 per 1,000, which is still practically twice the male rate.

Statistics compiled by the United Hospital Fund of New York City, covering all but three city hospitals, indicate that about 10 percent of the population of the city entered those hospitals in 1932. The average duration of stay in all hospitals for all causes, including mental and tubercular cases, was 60.9 days.

Showing of Home Office Group

The Metropolitan has had in effect for several years a plan of hospitalization insurance for its home office employees, including operation and surgical benefits as well as hospital benefits, but excluding childbirth and periods in the company's sanatorium. It is pointed out

(CONTINUED ON LAST PAGE)

H. & A. Conference to Go to Detroit

Selected for 1935 Convention at Executive Committee's Mid-Winter Meeting

TWO PROJECTS ADVANCE

To Have Draft of Revised Manual, Uniform Wording for Various Provisions, Ready in June

Detroit was selected as the place for the 1935 annual meeting of the Health & Accident Underwriters Conference at the mid-winter meeting of the executive meeting of the conference in Chicago. The convention will be held some time between June 1 and 15, the exact date to be decided later.

The executive committee meeting, which in the last few years has developed into virtually a mid-winter meeting of the conference, was especially well attended, with more than 50 representatives of member companies on hand. Definite forward steps were taken in connection with the two major questions that came before the meeting, the revision of the conference occupational manual, with the idea of cutting down the number of occupational classes, and the drafting of uniform phraseology for the so-called additional provisions in accident and health policies. Clyde W. Young, Monarch Life, chairman executive committee, presided at both the meeting of the committee and the general session.

Gordon Lists Manual Proposals

Harold R. Gordon, executive secretary of the conference, reviewed the work that has been done so far in connection with the matter of manual simplification. In connection with the proposals to reduce the number of classifications to five, he presented five possible combinations of present classifications that had been suggested to the special committee, as follows:

New Classes	Plan I	Plan II	Plan III	Plan IV	Plan V
1	AA-A	AA	AA	AA-A	AA-A-B
2	B	A	A-B	B	C
3	C-D	B-C	C-D	C-D	D
4	E-F	D	E-F	D-E	E-F
5	G-H	E-F-G-H	G-H	F-G-H	G-H

He spoke of some possible advantages of retaining class AA as it now stands, because of the large volume of business written in that classification and the greater complications that might result from making a rate change for that classification, such as would be necessary if other classes were combined with it. He also indicated a belief that it would probably be feasible to combine all classes below D, because of the small volume in those classifications. In that connection, he presented in chart form the figures on the percentage dis-

(CONTINUED ON LAST PAGE)

Ponder on Sales Stimulant to Increase the Business

SOME FACTORS IN THE CASE

Reduction in Cost Felt Necessary to Promote Popularity of Burglary Coverage

Need for a stimulant in the sale of residence burglary coverage is recognized, although there is some variance of opinion what method should be followed in increasing the popularity of the form. It is felt by some that a reduction in rates would be more effective than broadening the coverage because the cost seems to be the deterrent factor at present. The reduction of the minimum limit to \$500 might prove to be the solution. Although some have reduced the cost of the \$1,000 limit by writing a 50 percent blanket and 50 percent specific coverage, there are some objections to this practice. In the first place the specific coverage applies mainly to jewelry and furs and the exposure is reduced because the owner usually has them away from the premises when burglaries are most likely to be committed.

This 50-50 proposition may reduce the rate but it doesn't offer as satisfactory a coverage as represented in the blanket form.

Another factor in the sale of a \$500 limit is that once it is on the books and the assured get used to carrying this coverage, it may be renewed later at a higher limit by showing the assured that he needs greater coverage.

In the Chicago area the \$19.80 policy issued by the non-conference companies is proving popular. It limits the coverage on any one specific article to \$100. One conservative company has had a loss ratio of about 40 percent on this form, although the rate is \$13 less than the standard burglary coverage.

Discontinued Form

The conference companies wrote this form for three years prior to its discontinuance about seven years ago. A Chicago burglary manager of one large conference company opposes the return of this policy because it reduces the premium 31.5 percent and increases the specific coverage liability 100 percent under section B and there is no apparent reduction in liability under section A. There is proof enough, he says, that there are no articles of furs or jewelry worth over \$100 included under the \$500 section A as otherwise the assured would not purchase the restricted form of contract. By writing the \$500 coverage on section A with a premium of \$16.50 and \$500 coverage under section B, \$12.38, the total premium is \$28.88 compared to \$19.80 for the \$1,000 with \$100 limit on any one article of jewelry or furs.

Competition Not Strong

The competition from the \$19.80 form is not keen and the manager in question feels it is not the price of the coverage that is holding back burglary sales, but the lack of sales effort. He recommended that the commission be increased from 20 to 25 percent on the burglary as a sales stimulant. This would place the coverage on a profitable basis from the agent's standpoint and would encourage its sale as a good line along with accident and automobile insurance.

If the \$19.80 policy was effective in securing a large volume of new business, there would be some reason for using it, but this manager feels that very little new business would be secured from it and most of the renewals would switch to it rather than retaining the broader, higher rated contract. This would mean that in time all business would be written with an aggregate rate reduction of 31.5 percent.

The \$19.80 form, another underwriter points out, would bring an increase in bad risks. If a special drive was put on

Celebrates 80th Anniversary

HARTFORD, Nov. 7.—William Brosmith, senior director, vice-president and general counsel of the Travelers, will celebrate his 80th birthday tomorrow. Mr. Brosmith, who was born Nov. 8, 1854, in New York City, will complete 40 years of service with the Travelers Jan. 8, 1935.

He has been a lawyer for almost 60 years. He was admitted to the bar in New York in 1876 when 22 years old. When he came to Hartford in 1895 he commenced a career which, beginning as attorney for the Travelers, has led him upward to a position where he is recognized today as an outstanding authority on insurance law.

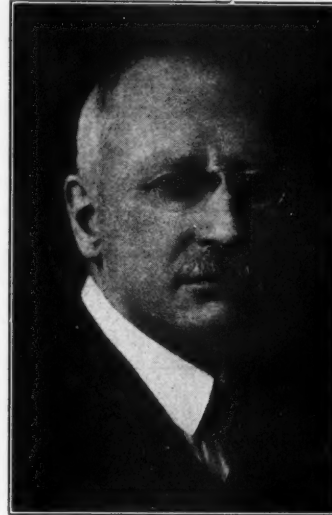
Entered Employ of Travelers

Six years after he entered the employ of the Travelers under the late S. G. Dunham, then general counsel, Mr. Brosmith was made general counsel as Mr. Dunham assumed the presidency. In 1916 he was elected a director and in 1922 he was named vice-president and general counsel.

As the author or consulting author of many policy contracts issued by the Travelers, its legal adviser and its representative in several national organizations and as a trusted consultant of legislative committees and commissions in several states, Mr. Brosmith is generally regarded as the dean of American insurance counsel.

Helped Many Organizations

He is a former president of the Association of Life Insurance Counsel, which he helped to organize; the International Association of Accident Underwriters, the International Association of Casualty & Surety Underwriters. Mr. Brosmith, despite his age, is extremely active and may be found at his desk every day at the Travelers. Besides his membership in the directorates of the three Travelers



WILLIAM BROSMITH

companies he is a trustee of St. Francis Hospital and of St. Joseph's Cathedral Corporation, a director of the Travelers Bank & Trust Company, the Connecticut River Bank and the Dime Savings Bank, all of Hartford.

For many years Mr. Brosmith has been one of the most prominent of Catholic laymen in the United States. For 25 years he served under the late Most Rev. John J. Nilan, bishop of Hartford, as legal adviser without remuneration and he is continuing this service with Bishop McAuliffe. For his outstanding work Mr. Brosmith was made a Knight of the Order of St. Gregory by Pope Pius.

Universal Raises Discount on Auto Cover in Chicago

The Universal is now offering public liability and property damage insurance on private passenger cars in Chicago territory at a straight 20 percent off manual. The company will consider on this plan salesmen and others who use their cars in business. Trucks are being written at 10 percent off manual. The Universal has been writing private passenger car P.L. and P.D. in New Jersey at 20 percent less than manual for some eight years, with underwriting success.

Lumbermen's Mutual Meeting

Commissioner G. A. Bowles of Virginia was one of the speakers at the annual meeting of Virginia agents of the Lumbermen's Mutual Casualty in Richmond. J. T. Haviland, Philadelphia, vice-president of the Lumbermen's, attended the meeting.

this form a great many undesirable risks would be submitted. The higher rate tends to bring a high grade of business and the inverse would be true. Past experience doesn't justify a rate decrease and greater volume will not decrease the loss ratio. About 90 percent of the residence burglary premiums come through the larger agencies which have burglary experts. Few small agencies write burglary to any great extent, mainly through lack of knowledge.

Great effort is needed to increase the burglary sales at the present time. People who formerly carried the coverage and were forced to drop it during the depression are continuing uninsured because they feel they have got along without any losses in the last two or three years and that they might as well continue to take a chance.

Pennsylvanians Worried as to Legislative Possibilities

PHILADELPHIA, Nov. 7.—The election of George T. Earle, 3d, Democrat, as governor of Pennsylvania has created considerable uncertainty among insurance men as to just what his election portends in the way of inimical legislation.

It is feared the next legislature, which convenes in January, will swing decidedly to the left. Insurance men are looking for considerable social legislation to be introduced. They also feel that there may be further investigations of the insurance department and the insurance business. They do not fear any such investigation, although they do fear the possibility of new taxation measures.

Little Talk of Commissioner

The governor-elect, however, is not believed to be a radical. It is thought he will curb any extreme swing toward the left and his intimates assert that insurance men have nothing to fear from his administration.

There has been very little speculation regarding the man he will name to head the insurance department, due mainly to the fact that Pennsylvania has always been Republican. The only name suggested so far has been that of Walter Whalen, a Mutual Life man who is a close personal friend of John B. Kelly, leader of the Democratic party in Philadelphia.

Detroit Safety Council Elects

DETROIT, Nov. 7.—G. W. Carter, president Detroit Insurance agency; W. B. Cary, president Michigan Insurance Agency; P. W. A. Fitzsimmons, president and general manager, and Clarence Hatch, vice-president Michigan Mutual Liability, were reelected directors of the Detroit Industrial Safety Council at the annual meeting.

Beha Explains Action of National Agency Committee

AFFECTS COOK COUNTY, ILL.

Erroneous Reports Bring Statement on Acquisition Cost Decision Up Soon for Approval

NEW YORK, Nov. 7.—To correct erroneous reports current as to what transpired at the recent meeting of the national agency committee on Cook county, Ill., J. A. Beha as chairman of the fidelity and surety acquisition cost conference, issued this statement:

"The only action taken was that two general agents (or branch offices) are to be allowed each company in Cook county. No district agents will be permitted. A number of city agents, whose qualifications are to be established by a special committee and who will operate under specified conditions, are to be selected. They may be paid district agency commissions by all members of the conference. Complete details concerning their appointment are to be worked out by a special committee.

Are Granting No Relief

"In addition, each member of the conference may have in Cook county one general agent for probate court business only, whose eligibility for the appointment must also be established before a special committee. In approving this plan it was agreed that no relief will be granted in Cook county. The national agency committee voted that there should be no change in the quota for the state of Illinois. The state quota, including Cook county, is six general agents (or branch offices) and six district agents.

"A reduction of the top rate commission from 30 to 25 percent was not approved; the matter was not even discussed."

A plan similar to that proposed for Cook county, Mr. Beha stated, had been in successful operation in Greater New York for the past seven years, and he said there is no reason why it should not work equally well in the Chicago area. The plan in final form will be submitted to the national agency committee shortly, and if then approved will be presented for final action to the conference as a whole.

Phoenix Indemnity Writing Boiler, Machinery Business

The Phoenix Indemnity is now writing steam boiler, engine and electrical machinery insurance. The directors have voted to increase the capital from \$500,000 to \$600,000. After giving effect to this increase, the Sept. 30 statement, based on market values, shows assets of \$5,561,348 and surplus to policyholders of \$1,980,427. Surplus has increased \$523,286 since Dec. 31 of last year. With the addition of the mechanical lines, the company now writes all forms of casualty insurance.

Wayne County Plan Unchanged

DETROIT, Nov. 7.—The General Accident's automobile rating plan which has been in effect in Wayne county since last spring was not modified when the plan in Illinois was revised. The Wayne county plan is still somewhat more restricted than that in Illinois, consisting of an A rating at 20 percent off manual rates for preferred occupations where the car is not used for business purposes; a B rating at the manual figures for a number of other occupations and for those that would take an A rating except that the cars are used largely for business purposes, and a C rating at 20 percent over the manual for definitely unfavorable occupations. About 15 occupations are entitled to the A rating in Wayne county.

Is Disability Limit Needed? Claim Analysis Shows Trend WHITEHEAD RAISES QUESTION

Maryland Casualty Accident Department
Manager Appears Before Philadelphia Association

PHILADELPHIA, Nov. 7.—With a trend today in accident insurance toward limiting disability and placing a definite limit on the amount paid under any one policy, R. Whitehead, manager accident and health department Maryland Casualty here, in an address to the Accident & Health Underwriters Association of Philadelphia analyzed 51 claims in an endeavor to ascertain whether experience warrants this trend. These claims, all on policies with a sizable disability and dating over a ten-year period, were prepared for him by the home office of the Maryland.

His figures brought home the fact, already well known, that the automobile is responsible for a considerable portion of the accident claims. Of the claims listed, 31 were due to automobile accidents, including five pedestrians, and four of the 31 carried double indemnity. Ten of the 51 analyzed are still disabled. They total 2,103 weeks to date and \$83,248 in claims has already been paid. Nine of the ten were due to the automobile. These nine total 2,051 weeks of disability to date and have received \$76,627 in disability benefits.

Of the 51 claims, eight ran over 200 weeks, the limit which is now suggested. These eight have been paid to date \$66,577. Thirteen of the claims ran between 100 and 200 weeks. The average for the 51 claims is 133 weeks of disability with the average benefit \$5,820. The total amount paid under the 51 claims was \$296,840 with the total period of disability 6,782½ weeks.

Mr. Whitehead drew no conclusions from these figures nor did he suggest limiting periods of disability. He merely said the question now is being raised and added: "Here is the experience of my company on 51 claims over a ten-year period. You can draw your own conclusions."

The December meeting will be in charge of E. Bouichou, Globe Indemnity.

Fred A. Hubbard Is Chosen New Globe & Rutgers Head

(CONTINUED FROM PAGE 1)

joined him, being connected with the underwriting department. Later he was sent out on field assignments, first when Louis M. Wise was Illinois state agent, and later when Preston T. Kelsey was Illinois state agent. He succeeded Mr. Kelsey in the Illinois field. In 1901 he was called to the western office by Manager C. W. Higley and was appointed assistant manager in 1902. On Oct. 1, 1915, Mr. Hubbard became vice-president of the Hanover at its head office in New York City, remaining there until April 1, 1923, when he left the insurance business and went to Fort Myers, Fla. There he engaged in the real estate business and later acted as receiver for a bank. He was active in the old Illinois State Board.

Solicits Self-Insurers

Safety & Claims Service, Inc., with offices in A-1406 Insurance Exchange, Chicago, has been organized to handle claims and safety work for workmen's compensation self-insurers. The management has conducted a similar office in New York State since 1916.

Safety & Claims Service plans to solicit business only through recognized insurance agents and brokers. It will assist in the purchase of aggregate, excess and catastrophe covers for self-as-

In Which One 20 Percent Cut Equals Another One

One broker who specializes in fictitious fleets was bemoaning his fate about a new preferred risk cut rate policy which is being issued by the company which writes his fleets. Now when he tries to take away a policy from another broker with the offer to the assured that he can save him 20 percent through the "fleet" rate, the other broker can make a counter offer to secure a preferred risk policy in the same company with the same 20 percent savings. "This isn't fair," weeps the fictitious fleet broker, "because it's hurting my business. The cut-raters should be stopped."

Vote Indictment in Case of International Reinsurance

An indictment based upon transactions of the defunct International Reinsurance has been voted by the federal grand jury in Trenton, but the indictment has been impounded and the district attorney has declined to make public anything about it.

Last year District Attorney Besson at Trenton brought suit in behalf of the government on claims amounting to \$438,076 against the Public Indemnity, which was reinsured in the International Reinsurance in January of last year. In that suit, Besson requested the appointment of a separate receiver for the Public Indemnity on the ground that the transfer of the Public Indemnity's assets to the International Reinsurance was fraudulent and that the International was insolvent when that transaction was completed.

The affairs of the Liberty Surety Bond of Trenton are also involved in the situation. This company was also taken over by the International Reinsurance shortly before the collapse.

To Discuss Iowa Legislation

DES MOINES, Nov. 7.—Proposed legislation pertaining to insurance will be discussed at the meeting of the Des Moines Casualty & Surety Club Nov. 13, at Hotel Savery. It will take the form of a round table discussion at which President C. A. Voth will preside. The membership committee will report the results of a recent membership drive.

The club will elect a new secretary to succeed W. K. Freeze, Aetna Casualty, who resigned because of his transfer to Dallas, Tex.

More Indictments in N. Y.

Twelve more indictments have been returned in New York in connection with the investigation of operations of an alleged fake accident ring, which was started by the May grand jury of Kings county. Three of those just indicted are practicing physicians and they are charged with fraudulent reports as to the nature and extent of injuries. The claims were under compensation policies. Among the companies that are alleged to have suffered on account of these alleged false representations are the Home Indemnity, Aetna Life, Universal Indemnity, New Amsterdam Casualty and Ocean Accident.

Insured in states where such covers are permissible. The office will be in charge of W. S. Haines, formerly associated with Excess Underwriter, New York City.

Frank W. Schultz and F. E. Erickson, well-known local agents of Wenatchee, Wash., have merged their business and have established the Valley Insurance Agency with offices in the Doneen building.

Some Interesting Statistics on Compensation Insurance

A compilation by the Compensation Insurance Rating Board of New York shows an increase of 11 percent in workmen's compensation premium during the first six months of this year compared with last in that state. The premiums for all carriers amounted to \$23,101,867 as compared with \$20,814,713 for last year. Manager L. S. Senior states that the figures show that the average rate for the first six months was 1 percent higher than for the corresponding period last year. Therefore, the extra 10 percent, he calculates, is due to increased payrolls. None of the figures reflect the recent rate increase of 10.3 percent.

Figures Are Analyzed

Stock companies wrote 203,659 policies in 1932 or 81.5 percent of the total, their earned premiums being \$25,671,248 or 60.9 percent of the total. Their indemnity loss ratio was 41.2 percent and the medical loss ratio 20.3 percent, the total being 61.5 percent.

Mutual companies wrote 20,027 policies, or 8 percent of the total, on which earned premiums were \$9,310,652, or 22.1 percent of the total. The mutuals' indemnity loss ratio was 35.5 percent and their medical loss ratio 16.3, with the total loss ratio being 52.4. The State Fund, whose business is adjusted in the tabulation to the level of board rates, wrote 26,167 policies, or 10.5 percent of the total, and had earned premiums of \$7,164,624, or 17 percent of the total. The indemnity loss ratio of the State Fund was 38.9, its medical loss ratio was 19.3 and its total loss ratio was 58.2. Total policies written were 249,853 and total premiums earned were \$42,146,524. The combined indemnity loss ratio was 39.5, the combined medical loss ratio was 19.3 and the loss ratio of all companies for both indemnity and medical was 58.8.

The board's statistical division also has prepared an exhibit of the indemnity and medical costs for the policy years from 1917 to 1932, inclusive, the most noticeable feature of which is the steady increase in the medical loss ratio and

in the ratio of the medical to indemnity losses. For comparative purposes the exhibit shows collective premiums and loss ratios for each of the years based on the rate level of July 1, 1934.

In 1917 the collected premiums were \$24,776,739 and total losses incurred were \$12,781,886, of which \$10,679,934 were indemnity losses and \$2,101,952 medical losses. The loss ratio for 1917 was 51.6, divided 43.1 for indemnity and 8.5 for medical.

Highest Premium Peak in 1928

Except for 1921 and 1922, when there were decreases, collected premiums mounted steadily until 1928, when they totaled \$64,374,164. Total losses incurred that year were \$41,602,141, with \$30,983,604 being indemnity losses and \$10,618,537 being medical losses. The total loss ratio in 1928 was 64.6, the indemnity loss ratio was 48.1 and the medical loss ratio was 16.5, a new high for the period beginning with 1917.

Total losses incurred reached a new peak in 1929 when they amounted to \$42,493,261 on actual collected premiums of \$62,900,156. The indemnity losses that year totaled \$31,099,155 and the medical losses were \$11,394,106. The total loss ratio in 1929 was 67.5 divided 49.4 for indemnity and 18.1 for medical.

Premiums in 1932

In 1932 the actual collected premiums were \$42,146,524 and the total losses incurred were \$24,821,018. The indemnity losses were \$16,666,793 and the medical losses were \$8,154,225. The total loss ratio for that year was 58.8, divided 39.5 for indemnity and 19.3 for medical.

The compilation shows the ratio of medical to indemnity losses for each of the sixteen years in the exhibit, and reveals that it has jumped from 19.7 in 1917 to 48.9 in 1932. It fell to 16.7 in 1918 but thereafter has never decreased more than half a point and for the most part has mounted steadily until at the end of 1932 it was almost three times as large as it was in 1918.

Few Early Applications for Public Official Bonds

NEW YORK, Nov. 7.—For the first time in many years there has been a notable lack of early applications for public official bonds, a condition concerning which all surety underwriters comment but which they are at a loss to account for. In times past the surety offices for weeks preceding election day received numerous applications for coverages by candidates who apparently had no doubt about being safely elected and wanted to have the bonds required ready for filing prior to their induction into office. There has been no such experience in this pre-election period due possibly to the unusual political situation and uncertainty as to its outcome.

Close Bureau's Detroit Office

DETROIT, Nov. 7.—The Michigan branch of the National Bureau of Casualty & Surety Underwriters, which has been maintained in Detroit for many years, has been discontinued. All rating information on casualty and surety lines except compensation will be handled through the New York office in the future. A. S. Cowlin, now manager of the newly established Michigan Compensation Rating Bureau, managed the Detroit branch of the National Bureau for 11 years until a few weeks ago, when he was succeeded by F. B. Crowley, assistant manager of the Chicago office, who returns to that post.

Another Effort Expected to Bar Unlicensed Carriers

NEW YORK, Nov. 7.—When the next Congress gets well under way, which will be early in 1935, a further effort will be made to secure a law restricting operations in this country of non-admitted insurance companies, especially London Lloyds. These concerns, soliciting business here by underground channels and largely patronized by banks, are credited with collecting millions of dollars in premiums every year, thus taking money that would go to home institutions and would employ additional home labor.

The cutting of standard rates by London Lloyds is made possible through escape from payment of taxes. Marine underwriters likewise meet unfair competition of London Lloyds on American-owned risks. However, the burden of the fight was borne almost wholly by casualty and surety companies, fire offices not participating appreciably.

Virginia Hearing Dec. 17

The Virginia corporation commission will hold a hearing on the proposed abolition of the schedule rating plan for workmen's compensation insurance at Richmond Dec. 17.

The Automobile Underwriters Club of Kansas & Missouri, of which Pauline Jones Armour is manager, has moved its office to 709 Sharp building, Kansas City, Mo.

ACCIDENT AND HEALTH FIELD

May Reintroduce Disability

Several Life Companies Are Considering Reentering the Field With Liberalized Benefits

Accident and health people will be interested to learn that there is sentiment developing among some of the life insurance companies to re-enter the income disability field from which they retired in alarm two or three years ago. At present, practically all of the life companies which offer the benefit are using the \$5 per thousand plan and charging a rather stiff rate. Very little of this business is being issued.

At the meeting of the American Institute of Actuaries in Chicago, the idea to restore the benefit to a more liberal basis was broached. Some of the smaller and younger life companies seem to be particularly interested. T. A. Phillips, president of the Minnesota Mutual Life, as president of the American Institute of Actuaries, suggested the desirability of conducting an investigation of the

disability experience of the smaller companies to determine whether their results differed from those of the larger and older companies. He was authorized to appoint a committee to investigate the desirability of research in this direction.

Then, in the informal discussion of disability, several of the speakers indicated a willingness to make a fresh start in the field. One of the speakers pointed out that many of the faults that were evident in connection with income disability in former days, could now be overcome. The companies have learned their lesson as to overinsurance and he felt that if the benefit were reintroduced, the companies would not engage in competition in underwriting, in generosity of benefits, and in administration of claims. There would be little difficulty in getting adequate rates, he contended.

Several of the speakers expressed the belief that there is a social need for disability insurance and that the life companies should undertake to provide it.

When the disability benefit on the \$10 basis was discontinued, many life insurance agents turned to commercial acci-

dent and health and the accident and health companies made a special drive among the life insurance agents. Whether this type of business would be lost to the accident and health companies should life companies return to disability writing would remain to be seen. Some of the actuaries expressed the belief that even though disability might be restored in a measure, it could never be as freely written as it was in the past and that therefore agents would be reluctant to push its sale, fearing that rejection of the disability risk by the insurer might also jeopardize the sale of the life insurance portion of the contract.

Quitting Disability Income

Continental Assurance, One of Last Companies Issuing Benefit, Withdraws It Dec. 31

The Continental Assurance of Chicago, effective Dec. 31, will take its disability income benefit in conjunction with life policies off the market. This was one of the last few remaining companies writing any form of disability income clause, and its clause, since the united action of many companies a year or so ago in discontinuing disability income, had been strictly limited.

The Continental Assurance has been writing since that time a maximum of \$150 monthly income. It would issue \$10 a month income per \$1,000 on a \$5,000 policy and \$5 a month per \$1,000 income on an additional \$20,000 policy, or maximum \$150 monthly. The waiver of premium clause is being retained.

Dislike Life Indemnity

The action is largely due to a deep-seated dislike of long standing for the life indemnity provision. The company, in spite of the most careful underwriting, in the past had bad experience on the life indemnity provision in noncancelable accident and health contracts and finally sharply limited this benefit.

Experience under the restricted disability income clause in the last year or so has not been particularly bad, but the Continental Assurance officials have found the public has been looking upon this benefit as an easy way to a pension.

Accident-Illness Reimbursement

The Western & Southern Indemnity is issuing a new reimbursement policy to pay medical, surgical, hospital and nurses fees for expenses incurred by either accident or sickness. It also covers non-disabling expenses. Capital sum for loss of sight or limbs through accident is provided. A schedule of operation fees is included. It may be applied by rider to weekly and monthly indemnity contracts either already in force or just being sold. In such cases hospital indemnity, nurses and medical fees clauses are eliminated with a reduction in premium. The rider does not provide capital sum payment.

Recommends A. & H. Material

LOS ANGELES, Nov. 7.—The Los Angeles Accident & Health Managers Club has adopted a resolution that the club recommend The Accident & Health Review, W. E. Lebb's book, "How to Write Accident & Health Insurance," and the material being prepared by Harold R. Gordon, executive secretary, Health & Accident Underwriters Conference, as a part of the program to be used by the National Accident & Health Association in its educational work.

Plan Cleveland Association

CLEVELAND, Nov. 7.—Efforts are being made to organize a new casualty association in Cleveland. A strong representation of the casualty field is planned, in order to deal with the many problems of the business.

Casualty Company Activities

Now Past the Million Mark

Buckeye Union Casualty Has Had Steady Increase in Its Assets and Surplus

The assets of the Buckeye Union Casualty of Columbus, O., topped the million mark Oct. 1, the exact figure being \$1,018,441. During the year the company had made steady progress, both assets and policyholders' surplus increasing right along. The surplus to policyholders is \$275,377. It carries a voluntary special reserve of \$15,000. The Buckeye Union Casualty is one of the popular companies with agents and has been admirably managed. When it became a stock company Nov. 1, 1926, the officers included Frederick E. Jones, president, Ira L. Morris, secretary and general manager, and Frank A. Burgess, treasurer. These men are still in the same positions and are largely responsible for the success of the institution.

Tennessee Casualty Taken Over by Utilities, St. Louis

The Utilities of St. Louis has reinsured the entire business of the Tennessee Casualty of Chattanooga. Most of the stockholders of the Tennessee company have exchanged their stock for Utilities and the others will receive a cash liquidation dividend. Harvey Meyers, who organized the Tennessee Casualty and has been its president, has been appointed Tennessee manager for the Utilities.

The Tennessee Casualty was started in 1931 with paid up capital of \$58,000, writing all forms of automobile insurance on the participating plan.

Employers Reinsurance Figures

The Employers' Reinsurance showed earnings of \$529,915 for the first nine months, the best in its history, compared with \$460,646 for the same period last year and \$523,540 in 1932. Net income included \$225,915 investment earnings, and \$304,000 underwriting profit.

An increase in portfolio value of more than \$300,000 was added to contingent reserves. Net income in September was \$53,899, compared with \$62,163 in 1933 and \$54,075 in 1932.

Second Report of Receiver

H. B. Hershey, receiver for the Central States Motorists of Chicago, has filed a second report as to claims made against that company and claims recommended for approval.

There were 24 salary and wage claims covered in the first report. The amount claimed was \$25,577 and the amount recommended for approval was \$21,496. Incidentally those claimants demanded preference while the receiver contended that these claimants should have the same status as general creditors.

In the second report, 147 claims for return premiums and losses were covered. The amount claimed was \$17,349 and the amount recommended for approval was \$10,888.

Two hundred and fifty claims are yet to be reported. For the most part these represent suits pending against policyholders in the courts. The amount claimed on account of these creditors is \$369,986.

The Central States Motorists was affiliated with the Motorist Association of Illinois.

L. J. Jabro, former general agent for the Conductors Protective, Detroit casualty company, in Ohio, has joined the Johnston & Clark general agency of the Mutual Benefit in Detroit.

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CASUALTY PERSONALS

Doubleday, Doran & Co., New York publishers, have just put out a new book entitled, "Who Pays?" by Ernest Greenwood, a well known writer on social subjects. This deals largely with the waste in fire, death and accident. Mr. Greenwood asked the question, "What is a child's life worth?" In 1932, 13,354 children under 10 years of age were killed by accidents. More than 9,000 boys and girls between 10 and 20 years of age followed the same road. The author feels that something should be done about it and he gives the answer in the organized safety movement. Mr. Greenwood figures that 1,300,000 lives and \$10,000,000,000 a year in money, nearly \$19,000 a minute, are paid each year for accidents, which he thinks are avoidable. The book is sold by THE NATIONAL UNDERWRITER for \$2.

Dr. R. S. Keelor, 84, formerly manager of the compensation and liability department of the United States Casualty, died last week at the home of his daughter, Mrs. W. E. Watson, at Sanford, Fla., after a three weeks' illness. He had not been active in insurance work for the last few years. He joined the United States Casualty Feb. 8, 1911. Previously he had been vice-president of the Empire State Surety. In 1899 he organized the Philadelphia Casualty and became its secretary, taking charge of the underwriting of that company until 1907. He wrote numerous articles on liability and compensation insurance. Before entering the insurance field, Dr. Keelor practiced medicine at Philadelphia. He had also studied law.

The 20th anniversary of the founding of the Lawton-Byrne-Bruner Insurance Agency, St. Louis, was celebrated at a dinner with about 70 in attendance.

S. S. May, assistant superintendent of agents of the Travelers, was a speaker. He said a 30-day record for accident business established by the New York office of the Travelers had been eclipsed by the new mark of more than 900 policies placed by the Lawton-Byrne-Bruner Agency in 30 days.

B. A. Hoffman, chairman of the an-

niversary campaign, said it took the agency 20 years to write its first 600 accident policies. He gave newspaper advertising credit for contributing much to the success of the campaign. Other speakers were Carl S. Lawton, vice-president and general manager of the agency; Thomas Farrington and Russell Lortz, vice-presidents.

S. B. Streety, New Orleans manager of the Massachusetts Protective, has received from the war department a silver star medal "for gallantry in action" during the world war. He served with the marines and participated in fierce fighting in the vicinity of Belleau Wood, Soissons and the Aisne-Marne sector. He has received the medal of the Purple Heart and the French Fouragere and Croix de Guerre with star and palm.

Hugo Carroll, for several years head of the claim department in the Redfield & McGurk agency of the Mutual Benefit Health & Accident and United Benefit Life in Chicago, has hung out his shingle in Springfield, Ill., as a lawyer. He will specialize in insurance law. He is a son of Sam C. Carroll, vice-president of the Mutual Benefit H. & A., and a member of the bar of Nebraska and Illinois. He was graduated from the University of Nebraska law school.

J. A. Beha, general manager of the National Bureau of Casualty & Surety Underwriters, is en route to the west coast, where he plans holding a series of conferences with casualty men. En route he will stop at St. Louis, Dallas and Los Angeles, going thence to San Francisco, where he will spend several days. On the return to New York he will stop in Omaha and Chicago, arriving at his office about Nov. 23.

President H. A. Behrens of the Continental Casualty and Continental Assurance of Chicago, chairman of the insurance division of the Illinois Chamber of Commerce, is to be one of the speakers on the program at the annual meeting of the Life Presidents Association in New York next month.

ing division National Bureau, closed the conference, discussing preventive measures which have been developed in connection with occupational disease.

Attorney-General in Ruling as to Collateral on Deposit

OLYMPIA, WASH., Nov. 7.—The state of Washington is not liable for loss of any collateral deposited with the state treasurer by banks to secure the deposit of state funds, the attorney-general ruled. The treasurer, himself, and his bond are solely liable in case of loss or misplacement of such securities which aggregate at times \$5,000,000 or more. The same ruling probably would apply to deposits by insurance companies with the insurance commissioner, who deposits them with the treasurer.

Steiner Nominated in Chicago

W. W. Steiner, United States Casualty, has been nominated for president of the Surety Association of Chicago. Other officers nominated are: Vice-president, J. P. Keevers, Maryland Casualty; treasurer, R. E. Hall, Ocean Accident; secretary, J. F. Daley, Royal Indemnity; general counsel, E. V. Mitchell, Continental Casualty; executive committeemen, T. P. Cunningham, Globe Indemnity; Richard Cline, Aetna Casualty; W. H. Hansmann, Fidelity & Deposit; Elmer Anderson, Employers Liability; B. Neitschmann, National Surety; Ogden Davidson, Massachusetts Bonding, and E. J. O'Donnell, Bartholomay-Darling Company.

Movement Started to Study Diseases

(CONTINUED FROM PAGE 23)

ready in a diseased state. He cited experience of the Metropolitan Life as an example of the way in which the problem might be solved. He said with help and encouragement of casualty companies, the chaotic tuberculosis hazard in industry can be more intelligently worked out.

Other medical speakers were Dr. E. P. Boas, chairman heart committee New York Tuberculosis & Health Association; Dr. R. R. Sayers, director industrial hygiene division United States Public Health Service; Dr. F. B. Flinn, College of Physicians & Surgeons; Dr. L. P. Schwartz, senior surgeon in charge of dermatosis investigations United States Public Health Service; Dr. E. S. Sherman, Newark Eye & Ear Infirmary; Dr. H. H. Kessler, medical director New Jersey rehabilitation commission; Dr. J. Caspe, president Technological Association of the Fur Industry; Dr. G. H. Gehrmann, medical director E. I. du Pont de Nemours Co.

Results of Legislation

Dr. A. S. Gray, director bureau of occupational diseases, Connecticut state department of health, spoke of legislative methods of preventing occupational diseases. His department has been successful in encouraging employers to clean their houses and thus has done much to prevent such diseases.

W. M. Graff, director safety engineer-



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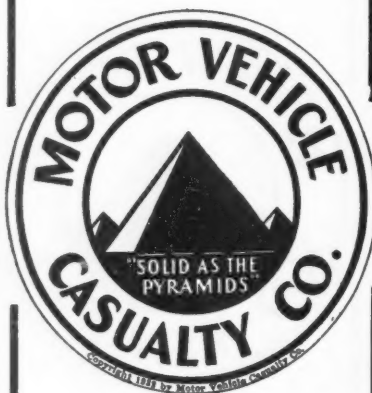
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H. & A. Conference to Go to Detroit

(CONTINUED FROM PAGE 23)

tribution of premiums by classes which he gave in the discussion of this question at the annual meeting of the conference in June.

He referred to the desirability in any manual revision of establishing some sort of blanket classification for industries, instead of having a separate listing of all possible occupations within the industry, practically all of which are given the same classification. Under his plan there would be but one classification for an industry, with the exceptions noted separately. He cited as an example the present schedule for brickyards, which occupies 16 lines in the manual and would be reduced to two lines by the proposed change. He also suggested a typographical rearrangement by which the classification letter for each occupation would be put at the left of the occupation, instead of clear across the page from it. He said this would make the proper classification of risks easier and would also greatly improve the appearance of the manual. He expressed the belief that if the conference decides to revise the manual, the actual revision should be completed within six months, to avoid the confusion that always results when such a revision is in prospect.

In connection with the blanket classification idea, George Manzelmann, North American Accident, president of the conference, advocated the elimination of classification by industries entirely and establishing classifications for all workers having practically the same duties, regardless of the industry in which they are employed.

Powell Tells of Results

J. M. Powell, Loyal Protective, told of the satisfactory results his company has had with a four-classification manual adopted about a year and a half ago. He said an especial effort was made to put related occupations, those that are working together, in the same class. A survey of 1,000 applications, showing the premiums received under the new classification and what they would have been under the old manual, showed a difference of less than 1 percent. Answering the criticism that in case of the combination of classes, agents would try to get their prospects into the lower premium class, he said that the experience of his company had not justified such fears.

At the conclusion of the discussion, the special committee in charge was authorized definitely to prepare a tentative revision of the manual, which could be submitted to the member companies for approval or suggested changes prior to the annual meeting in June, and brought up for final action at that time. Mr. Gordon said he believed it would be possible to get out such a tentative draft in mimeograph form by May 1 and if the revision were definitely ordered by the conference in June, to have the new manual ready for distribution by Jan. 1, 1936.

Report on Uniform Phraseology

The report on uniform phraseology was presented by C. O. Pauley, Great Northern Life. The provisions he took up and for which he presented suggested forms were the consideration clause, the one defining the time when the insurance takes effect and ends, the renewal clause, the provision for exclusion of 15 or 30 days for sickness and the medical attention clause.

In the consideration clause he emphasized the necessity for including a reference to the representations made in the application. In connection with the

effective date, he mentioned the complications which may arise for companies writing quarterly premium business if, as is usually the case, the policy provides that it shall be in effect for three (six or 12) months from its date. If a policy were issued, for example, on Feb. 28, the question might be raised as to whether it expires May 28 or on the last day of that month and, on the other hand, with one issued Oct. 31, just what the expiration date would be. Mr. Pauley said the form he proposed would not do for monthly premium business and asked for suggestions from the companies in that field.

Wording of Renewal Clause

The renewal clause usually provides that the policy may be renewed "with the consent of the company." He said it might be construed that the mailing of a premium notice gives the company's "consent" and that the provision should include as a condition for renewal the acceptance of the premium by the company. It was brought out in the discussion that some forms now in use condition the renewal on the payment of premiums "at the rates then in force," which brought out some comment on the desirability of increasing rates on renewals and particularly the inclusion of such a clause in the policy itself. On the illness exclusion, it was urged that the policy should provide that the illness must originate and the disability commence after the specified date.

Considerable discussion was aroused over several points in the medical attendance clause. The suggested wording would require attendance "by a licensed physician other than himself." Paul Clement of the Minnesota Commercial Men's brought out that under the Minnesota law osteopaths and chiropractors are defined as physicians, so that such a wording is not sufficient there. His company requires treatment by a "doctor of medicine." The question of whether there should be a requirement of treatment "every seven days" also caused discussion. It was pointed out that there are some conditions where total disability unquestionably exists, but such frequent attendance is not necessary. Clauses which are intended to cover this specific situation were debated pro and con.

Believe Uniformity Feasible

The consensus as a result of the discussion seemed to be that it would be possible to formulate wording for these clauses that would be generally acceptable. Mr. Pauley's committee was therefore directed to continue this work and report suggested clauses at the annual meeting.

The report of the special committee on medical, surgical and hospitalization coverage was practically the same as the preliminary report given out some months ago, with only minor changes proposed. Much interest is being taken in that form of coverage and several of the conference companies have indicated their intention to put out such policies or riders in the very near future.

Legal and legislative questions that have come up since the annual meeting were discussed in connection with the reports of those committees at an executive session.

Hospital Cover Reviewed by Metropolitan Life Man

(CONTINUED FROM PAGE 23)

that practically the entire coverage is on clerical risks and a preponderance of the exposure is on young lives, particularly in the case of females.

The experience on this group for the six years 1928-33 inclusive shows for males, with 25,594 lives exposed, an average claim duration of 9.7 days and an annual average of 490.8 days hospi-

talization per 1,000 lives. For females, with 59,102 lives exposed, the corresponding figures were 9.1 and 544.2, with an average for the entire group of 9.2 and 524.4.

Detailed figures were also presented as to the duration of claims and the percentage for each number of days listed. The effect of age is shown by another table, indicating that for both males and females the number of claims decreases with advanced age, while the average duration increases considerably, giving a net increase in total number of days of hospitalization per 1,000 lives exposed.

Average 70 Cases Per 1,000

From the statistics available, Mr. Fitzhugh found it reasonable to assume for adult white male employees 70 cases of hospitalization per year per 1,000 lives exposed, with an average duration of 14 days. This produces a net cost of 98 cents a year for \$1 a day benefits and \$3.94 for \$3 per day. He considers it not unreasonable to assume that in every case of hospitalization the maximum amount of \$15 would be paid for special service, giving a net cost for these benefits of \$1.05 per year and a total net cost of \$3.99.

As these benefits are issued only in connection with regular group disability insurance, the administrative costs are lower and it is held that a loading of 33 1/3 percent of the gross premium should be adequate, with a resulting gross premium of \$6 a year or 50 cents a month.

Effect of Waiting Period

It is estimated that a waiting period of two days would eliminate 38 percent of the number of claims, but would reduce total amount paid by only 18.6 percent. If the payments were made retroactive after this period, the total would be reduced by only 5.2 percent. Such a provision would save a great deal of claim expense and, Mr. Fitzhugh believes, would not cause undue hardship. On the other hand, a reduction in the maximum duration of benefits from eight weeks to three, the usual limit in the hospital-operated plan, would reduce the total amount paid by 16 percent, but would affect only 9.3 of the number of claims. In that way considerable saving in cost would be effected without reducing the number of beneficiaries and without affecting the amount of benefits received in over 90 percent of the cases, but the cases affected would be the ones needing the protection most.

Recognizing the greater hazard among females and/or colored risks, these risks are charged double the rate for white males, as is done in the regular group health contract.

New Unlicensed Selling Case

MINNEAPOLIS, Nov. 7.—Another attempt will be made this week to bring M. E. Bean to trial on charges of selling insurance without a license. Last spring he was convicted on a similar charge but appealed to the supreme court and hearing on the appeal has been set for Dec. 4.

In the meantime it is charged that Bean has continued to sell insurance without a license and more indictments have been returned. He is one of the promoters of the Fidelity Mutual Association, which purports to offer legal service in actions growing out of automobile accidents but the state claims that it also sells insurance.

Allen Soltz, a representative of the Fidelity Mutual Association, was found guilty last week in Detroit of having misrepresented provisions of the contract in two instances.

Carson to Des Moines

John Carson, formerly with the Bituminous Casualty at Peoria, Ill., has been transferred to head the Des Moines office. He succeeds J. A. Rollins, transferred to Rock Island, Ill.

C. D. Palmer, who has been associated with the Frank E. Kirkpatrick Co. agency, Columbus, O., for 15 years, has been elected vice-president.

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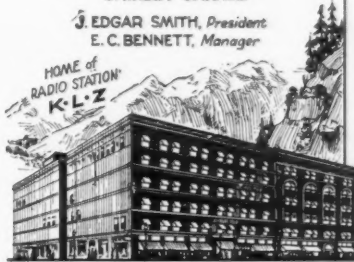
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